

# AMERICAN FRUITS

For the Nursery Trade and Allied Interests

Vol. IX

JULY 1909

No. 7

## Honestly

**D**ID you ever attend a convention of the American Association of Nurserymen where you had a better time than at Rochester? We gathered any amount of useful information while there and heard many kind words for our stock, our methods of doing business, our packing, grading and in fact everything connected with our business. Now that we are back home and entering upon another year we want to say that we shall work along the same lines that have enabled us to establish ourselves so thoroughly in the nursery world that the name **STORRS & HARRISON COMPANY** is a guarantee excelled by none and equaled by few.

Specialists  
in  
Whatever  
We  
Propagate



Specialists  
in  
Whatever  
We  
Propagate

**T**HE above photograph of a HORSE CHESTNUT tells its own story. We grew the tree. The tree has attained the beauty you see illustrated because it was started right. That's the keynote of our success. We start trees right and keep them right until they are placed in the hands of customers for planting. We can offer special inducements to those who write us before July 15th. We have a surplus and want to give you the advantage.

Painesville  
Nurseries

**The Storrs and Harrison Company**

Painesville,  
Ohio

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U.S. Department of Agriculture

# A Complete Variety List

Ornamentals, Fruits, Roses, Evergreens,  
Clematis, Herbaceous Plants  
for

Nurserymen, Dealers, Orchardists, Gardeners  
and Landscape Architects.

**Lowest Prices consistent with quality**

Our office and nurseries are situated on  
the Rochester and Eastern R. R., only  
one and one-half hours from Rochester.

**W. & T. SMITH COMPANY**  
GENEVA, N. Y.

700 ACRES

63 YEARS

**Special Low Priced Offer  
for July**

## PURPLE JAPAN MAPLES

*Home Grown Plants  
Superior to Imported*

From pots and tubs about 2 feet high with  
ball, ensuring perfect success in transplanting.  
Can be shipped now at any time.

### Price

**\$1.00 Each    10 for \$7.50    25 for \$15.00  
100 for \$50.00**

AS LONG AS STOCK LASTS

**ELLWANGER & BARRY**

*Mount Hope Nurseries*

ROCHESTER, N. Y.

## FALL 1909

**Large Quantities of**

**Cherry**

**Apple**

**Pear**

**Plum**

**Catalpa Speciosa Pure**

Ornamental Trees, Shrubs  
and Small Fruits a Specialty

**C. M. Hobbs & Sons**  
BRIDGEPORT, IND.

## To the Trade

We offer a very complete assortment of thrifty,  
well-grown Stock, both

## Ornamentals and Fruits

Which will be properly dug, carefully graded and  
packed right for delivery this Fall and next Spring.  
Buyers are invited to submit Want Lists for quota-  
tions on the "J & P" Specialties and anything else  
that Nurserymen and Florists buy.

**Jackson & Perkins Company**

Purveyors to The Trade (By Appointment)  
and Dispensers of "The Preferred Stock"

Which is Grown at NEWARK, in WAYNE COUNTY,  
NEW YORK STATE

## IMPORTANT

Established 1848

### Bryant's Nurseries

Offer a large general line of Nursery Stock for Fall 1909. Our stock is as well grown as close personal attention and proper environment can make it. Sixty four years has taught us how to do it. Our Specialties are: Apple, Cherry, Currants, Gooseberry, in fruits. Elm, Carolina Poplar, Norway, Sugar and Soft Maples in Ornamental trees. Altheas, Green and Purple Barberry, Barberry Thunbergii, Lilacs, Syringas, Snowballs, California and Amoor River Privet, Virginia Creeper, Climbing Honeysuckles, Ampelopsis, Clematis, Etc. 50000 Peony in the best named sorts. Catalpa Speciosa and all kinds of Forest Seedlings. Correspondence solicited. Would be pleased to answer questions about our stock.

### Arthur Bryant & Son

PRINCETON, ILL.

MY BUSINESS for several seasons has been growing very rapidly, and the season just past has far exceeded any former year. I have therefore been compelled to increase my acreage to meet the growing demand for my plants, and I expect this summer to build an additional large up-to-date packing house so that my daily out-put of plants will be greatly increased during the shipping season. This will enable me to handle promptly all orders that I receive. If you buy strawberry plants, get in communication with me before contracting for your next season's supply.

**W. W. Thomas**  
Anna, Ill.

"The Strawberry Plant Man"

Now is the time to Figure on your wants for Fall 1909

We are ready to quote lowest prices on Ornamental Trees, Shrubs and Tree Seedlings for Fall delivery, or Spring 1910. If in need of genuine Catalpa Speciosa or Black Locust Seedlings, write for prices. We have them in any quantity.

### The Willadean Nurseries

Warsaw, Kentucky

### WAXAHACHIE NURSERY COMPANY

Grows a general line of Nursery Stock especially adapted to the Soute-West. Our surplus is for sale in high grade, clean stock, at right prices. Dormant Bud Peach, Plum and Apricot, all leading varieties. Best 1-year Cherry block in country. 1-year Apple, Grape, Black and Dew Berries, and California Privet.

No Charge for Packing in Car Loose

**Waxahachie Nursery Company**

WAXAHACHIE, TEXAS

# FRUIT TREE STOCKS

Our preliminary list, quoting prices for all sizes and sorts of fruit tree stocks, as well as Ornamental Stocks, is now distributed. In case you have not received it, ask for the same. It is mailed free on application.

WE HAVE NO AGENTS

TRANSON BROTHERS & D. DAUVESSE'S NURSERIES

WRITE DIRECT TO US

## BARBIER & COMPANY, Successors

16 Route d' Olivet

Orleans, France

When writing to advertisers please mention AMERICAN FRUITS

## Burr's Specialties

*For the Coming Year*

### Carolina Poplars

1, 1 1/4, 1 1/2, 2 in. Diameter

### Peach Trees

Grown on new land and will be exceptionally fine.

### Berberry Thunbergii

12-18 in. 18-24 in.

### Berberry Seedlings

6-10 in. 10-12 in.

### Asparagus Roots

Graded strictly 2 yrs. No. 1

### California Privet

12-18 to 3-4 ft.

Contract Prices on the Above Will be Made for Early Orders

We are also in Position to Handle  
Dealers Complete List

## C. R. Burr & Company

*The Burr Nurseries*

MANCHESTER, CONN.

## DON'T FORGET



## IT!

We can supply your wants in

### CHERRY

1 & 2 yrs.

### PEACH

1 yr.

### STANDARD PEAR

2 yrs.

### SHRUBS

### AMPELOPSIS

2 yrs.

### NORWAY SPRUCE

### CAROLINA POPLAR

1 & 2 yrs.

A full line in addition to above

## Davenport Nursery Company

DAVENPORT

IOWA

1858  
ESTABLISHED  
1858

36th YEAR

## PAN HANDLE NURSERIES

Fall of 1909

We offer a complete line of Nursery  
Stock consisting of

Apple	Althea
Pear	Hydrangea
Plum	Barberries
Cherry	Syringas
Peach	Weigelas
Grape	Clematis
Currant	Honey Suckle
Gooseberry	Wistaria
Small Fruits	Ampelopsis
Maple Norway	Roses
Maple Schwedlerii	Evergreens
Maple Silver	California Privet
Poplar Carolina	Buxus
Poplar Volga	Weeping Trees
Elm American	Catalpa Speciosa Seedlings
Sycamore Oriental	Black Locust Seedlings
Sycamore American	Fruit Tree Stocks
Mountain Ash	Catalpa Speciosa Seed
Box Alder	

Our stock is well grown and graded and  
prices are such that it will pay you  
to investigate. Come and  
see us or write.

**J. K. HENBY & SON**  
Greenfield, Ind.

The Monroe Nursery

## I. E. Ilgenfritz' Sons Co.

MONROE, MICH.



Over  
Sixty Years  
in the  
Business  
—  
Offer a  
General  
Line of

## CHOICE NURSERY STOCK

Peach, Std. Pear,  
Plum, Cherry, Etc.

Correspondence Solicited

**I. E. ILGENFRITZ' SONS CO.**  
Monroe, Mich.

Manufacturers of the Celebrated Ilgenfritz  
Graft and Stock Planter  
and Firmer.

## Americana Plum

AND

## Compass Cherry Plum

*We Announce*

A LARGE and handsome stock of  
the above for FALL, 1909  
and SPRING 1910 delivery at low  
prices. Write us for quotations.

Our soil and location are peculiarly  
adapted to the propagation of  
the Americana Plum, and we  
are therefore able to pro-  
duce a uniform qual-  
ity at the mini-  
mum cost.

**The Jewell Nursery Co.**

LAKE CITY, MINN.

1200 Acres

Established 1868

## WHOLESALE ONLY CHASE NURSERY COMPANY

Huntsville, Alabama

We sure had a good time at the Rochester convention. Now we are back home slicking up things to get ready for the meeting of the Southern Association. While we find enjoyment in attending conventions we enjoy growing good stock more.

Tree Altheas, Bush Altheas, Spireas, Privets, Roses, Shrubs — (Assorted) Fruit Trees, Nut Trees, Mulberries—and a whole lot more.  
June Budded Peach—in quantity—and that's not all.

*Please send your list of wants for Fall*

CHASE NURSERY COMPANY  
Huntsville, Ala.  
WHOLESALE ONLY

## WOOD

We Make  
Wood Labels of Every Variety

*For Nurserymen  
and Florists*

Made from the best white pine obtainable, smooth and perfectly wired. Facilities for prompt and efficient service, together with the quality of our product is unsurpassed. Samples and prices are at the command of a communication from you.

*Dayton Fruit Tree  
Label Co.*

South Canal St. Dayton, Ohio

## LABELS

### THE Xenia Star Nurseries XENIA, OHIO

Wholesale Growers of

APPLE PLUM  
PEAR PEACH  
CHERRY QUINCE

### SEED POTATOES

Carload Lots a Specialty

Raspberry, Blackberry  
and Strawberry **Plants**

We have a complete assortment.  
Will be glad to figure on your  
want-lists for Fall 1909,  
and Spring 1910.

*Personal Inspection Cordially  
Invited*

**Xenia Star Nurseries**  
Xenia, Ohio

500 Acres

*American  
Fruits  
Has  
the  
Largest  
Circulation  
of  
any  
Paper  
Devoted  
Exclusively  
to  
the  
Nursery  
Trade.*

*Send  
for  
Advertising  
Rates.*

### The Best Tree Digger on Earth



Write for Descriptive Circular and Prices to  
**Stark Bros. Nurseries & Orchards Company**  
Louisiana, Mo.

## 43 YEARS OF EXPERIENCE

We offer for fall of 1909  
and spring of 1910

### California Privet

(Fine one-year-old plants)

Write for prices and special inducements  
on carload lots.

W. T. HOOD & CO.  
**Old Dominion Nurseries**  
Richmond, Va.

### Nurseryman - Dealer - Seedsman

Selling

Field Grown Roses, Shrubs, Iris,  
Phlox, Cannas,  
Herbaceous Paeonies

OUR planting for the season 1909-1910 is the  
greatest in our history. Thirty Types of  
ROSES—Over Three Hundred Varieties.

¶ We want your list of wants for the coming  
season. We have THE GOODS—Quality, Quantity,  
Variety—and can make the Prices. Prompt  
action to correspondence. The sooner—the better.

### The United States Nursery Co.

RICH, Coahoma County, MISS.

### J. H. SKINNER & CO.

Fruit, Shade and  
Ornamental Trees,  
Flowering Shrubs,  
Apple and Pear  
Seedling, Forest  
Tree Seedling.

Sta. "A"  
**TOPEKA  
KAN.**

### Nursery and Florist Business For Sale

On account of failing health, the proprietor offers a profitable business at a bargain. The annual sales reach half the amount asked for the property. Business has yielded large returns for twenty years. Entire property and good will at a bargain. Present manager could remain. Address

J. FREEMAN, 511 Board of Trade Building, Indianapolis, Ind.

### NURSEYMEN'S KNIVES

Hand Forged Razor Steel Warranted

Since 1877 we have been selling the nursery  
trade, and have over 3,000 nurseries in our list  
of customers. It is a trade we take great pains to please. We issue an 80-page catalogue of Knives, Shears, Razors and Strops, and send free to all who ask for one.

This cut is exact size of our **PROPAGATING KNIFE**, No. 89½. No. 89 is same size but has budding blade. Price of either, 50c, postpaid. Blades close and are finest grade of razor steel, hand forged, file tested, handle is white; "Easily seen." You have been paying 75c for a vastly inferior knife. **NURSERY BUDDERS**—Fast handle, 25c each; for pocket, 35c. **GRAFTING KNIFE**—Fast handle, 2 sizes, 20 and 25c each. **NURSERY PRUNER**—Fast handle, 50c; heavy pocket pruning knife, 85c. Liberal discount in dozen lots. We wish to trade direct with you. We have a 12 page List of Nurserymen's Knives and Shears which we will send you on request.

**MAHER & GROSH CO., 92 A Street, Toledo, Ohio**



## SEEDLINGS

### Forest Tree

CATALPA (Pure and Genuine Speciosa)  
BLACK LOCUST, RUSSIAN MULBERRY  
HONEY LOCUST, RUSSIAN OLIVE  
OSAGE HEDGE, ASH, MAPLE  
JAPAN PEAR STOCKS—First class, high grade.

Also a general line of High Class Nursery Stock.

**The Winfield Nursery Co.** Park Street,  
Winfield, Kans.

(Incorporated)

J. MONCREIF, Pres. E. S. MONCREIF, Vice-Pres. R. I. LEMON, Sec'y Treas'

### Forest Seedlings and Seeds

WE offer a large stock of Forest Seedlings at very low prices, including fifty thousand transplanted Tulips, Poplars, two to ten feet and seedlings up to four feet; seedling Altheas, six inches to three feet; large stock of Altheas for grafting stock; Carolina Poplars, Calycanthus, Cornus Stolonifera and Coricana; Hamamelis, Red Buds, Black Locust, Yuca, Ash, Wistaria, Walnuts, Elms, Persimmons and in fact a large variety of nursery grown and collected seedlings including Black Thorn, American Persimmon, Sweet Gum, Magnolias, White Flowering Dogwoods, Box Elder, etc. Send for trade list.

**Forest Nursery Co. McMinnville, Tenn.**



Write Us for Prices on the  
Following:

California Privet  
Catalpa Bungei  
Weeping Mulberry  
Etc.

CALIFORNIA PRIVET	2 to 3 ft.	18 to 24 in.	12 to 18 in.
	35000	40000	50000
CATALPA BUNGEI—Fine straight stems,	5 1/2 ft. stems	6 ft. stems	
good heads	2000	5000	
TEAS WEEPING MULBERRY—Straight stems,			
good heads	1500	500	

### SHADES by the Car Load

Elm, American	2 1/2 in.	2 in.	1 1/2 in.	1 1/4 in.	1 1/2 in.	1 in.
Hackberry	300	500	1500	2000	2000	2000
Locust (Black or Yellow)	400	600	800	1000	2000	—
Maple (Silver or Soft)	—	—	2000	3000	5000	10000
Poplar, Carolina	500	800	1200	1500	3000	5000
Poplar, Lombardy	—	100	200	300	1500	5000
Sycamore	—	200	200	100	100	300
Willow, American Weeping	500	1000	2000	3000	3000	5000
" Babylonica	—	—	—	500	1000	1000
" Thurlow	—	—	—	200	500	500
" Wisconsin	—	—	—	100	200	200

**ROSES** Hardy Climbers, Extra Heavy—H. P.  
—Fine Teas—all choice, field grown.

Correspondence Solicited

**Texas Nursery Company**  
Sherman, Texas

# American Fruits

## Chief International Journal of the Nursery Trade

Entered August 4, 1904, at Rochester, N. Y. Post Office as second-class mail matter

Vol. IX

ROCHESTER, N. Y., JULY, 1909

No. 7

### THE CONVENTION



Nurserymen in Rhododendron Valley, Highland Park, Rochester

That the nurserymen of Western New York outdid themselves in the way of entertainment for those who attended the thirty-fourth annual convention of the American Association of Nurserymen held at Rochester, N. Y., June 9th, 10th and 11th, is the opinion expressed by everyone who shared in the hospitality offered. And the convention was one of great profit also. The papers read were of a high order of merit. The discussions were brief and to the point. The programme was so laid out and carried through that at no time was business permitted to interfere with pleasure and pleasure never encroached upon the business hours.

The vanguard of the delegates reached Rochester as early as Sunday, June 6th, and the last to leave were those who departed the following Sunday. It was remarked that one of the most pleasing features of the entire convention was the fact that the delegates came early and stayed late as at no previous convention. Next year the convention will go either to Denver or St. Louis. A vote by mail is now being taken and it will not be

possible to announce the result until the August issue of American Fruits.

The convention started promptly Wednesday morning in the assembly room of the Hotel Seneca, President Charles J. Brown in the chair. Mayor Edgerton was introduced and extended to the delegates the freedom of the city and the assurance that every Rochesterian would be grievously disappointed if any delegate failed to enjoy himself to the fullest extent. The response to the address of welcome was made by George S. Josselyn of Fredonia, N. Y. Mr. Josselyn has made many responses at many conventions, but this was voted the best of them all. He worshiped at the shrine of poesy sufficiently long to become imbued with the spirit and the result of his inspiration will be found in another part of this issue.

Following the response of Mr. Josselyn came the annual address of the president, which, by the way, establishes a record for brevity. Being a Rochesterian himself it was quite natural that Mr. Brown should touch upon the beauties of his own city from the nurserymen's point of view.

In doing so he pointed out how nurserymen should take a great interest in the city beautiful idea, how they should overlook no opportunity to impress the public that the greatest beauty comes through nature in the shape of well arranged and carefully selected trees and shrubs. He also touched upon the importance of nurserymen owning their land instead of renting, making the point that larger profits would be the reward. His address is given elsewhere.

Secretary George C. Seager then presented his annual report. It showed the association was in a most prosperous condition with a membership of about 400. The report of the treasurer, Charles L. Yates, showed a balance of \$3,853.97 in the treasury, an increase of nearly \$1,000 in the past year. The receipts for the year were \$2,823.95.

Irving Rouse of Rochester, presented the report of the Tariff Committee. Mr. Rouse has spent much time in Washington recently, looking after the interests of the nurserymen in connection with the new tariff bill. He told of the reception of

the nurserymen by the committees of the House of Representatives and the Senate and spoke hopefully of the concessions that he expected would be granted in the Payne bill. His report was of special interest to all nurserymen and it was so satisfactory that he was given a vote of thanks for his work, the motion being made by E. M. Sherman of Charles City, Ia.

#### Better Freight Rates

F. H. Stannard of Ottawa, Kansas, presented the report of the transportation committee. It showed that several concessions had been granted by the railroads to the nurserymen in the way of better freight rates in the West and greater consideration was given in the handling of their products. He was also given a vote of thanks.

T. B. Wilson of Halls Corners, read a paper on "What the Orchardist Expects of the Nurseryman." Other papers were read as follows: J. H. Dayton, Painesville, O., "Nurserymen Pulling Together a Little More;" Prof. William B. Alwood of Charlottesville, Va., "The By-Products of Fruit;" Samuel C. Moon of Morrisville, Pa., "Evergreen Conifers."

The chair appointed the following auditing committee: J. W. Hill, Des Moines, Ia.; Orlando Harrison, Berlin, Md.; W. H. Moon, Morrisville, Pa.

The paper presented by Mr. Dayton was considered of such importance that especial attention was called to it by several delegates and at a later session a committee was appointed to take action on the suggestions and to see if some of them could not be put into effect.

The paper by Mr. Moon also excited most favorable comment and, speaking to the subject, Professor Craig said:

#### Comment on Paper

Prof. Craig: We have been running over the programme with remarkable celerity this morning, it seems to me, and I have felt a feeling of disappointment that some of these excellent papers which have been presented have not been discussed. I realize that it is now quite too late to bring up the matter, but I feel that the last paper which has been read is one which will appeal to a large number of plant growers, because no nurseryman can be a successful plant grower if he is not a plant lover, and there is no plant or plants which appeals to the grower twelve months of the year with more force than the class which has just been discussed in this excellent paper, and I want simply, Mr. Chairman, to call attention to this paper, which in my view is rather an innovation in the way of papers that are ordinarily presented to this association in that it brings before you men who ought to have the question brought before you, of the intrinsic values of these plants that you are dealing with. Now, you are the men who are fashioning the tastes of the planters of this country, and unless we study the qualities of the plants that we are cultivating, it does not seem to me that we can propagate and distribute the right kind of gospel. I was particularly pleased to hear Mr. Moon speak of the qualities of some of those native conifers which we in the past, I think, have not considered with that degree of emphasis which they deserve. He also mentioned a number of the imported forms which we can plant with value. I am not going to

occupy the attention and time of the meeting to any length, but I am simply presuming for a moment to commend that paper to the favorable attention of all present, and particularly when it appears in the report. It seems to me an innovation, something just opened up, and I think there was no mistake in opening it. In that connection I might illustrate my



The Gentle President

The ease and grace with which Charles J. Brown of Rochester presides over the sessions of the convention were acquired when he used to wield the gavel as chairman of the Monroe County Republican General Committee. As sketched by cartoonist, Clubb and used by permission of The Rochester Herald.

point by something that comes to mind now about a little incident which happened in a certain small town which had not then developed to that condition in which all the public officers are properly represented. In this particular town the officer and postmaster was united in one person. It so happened that a certain individual wandered into that town one day and was suddenly taken ill. He was immediately hurried off to a physician's office; the physician, being somewhat of a specialist on appendicitis, thought the wisest thing to do was to operate immediately, because most things now, you know, are charged up to that obscure appendix, and so he operated, but when he got to the vital point he found that somebody had already been there before him and the man had already lost his appendix. So he tried to repair the injury, sewed him up, returned him as nearly as possible to his former condition, but unfortunately the patient died, and then the man was turned over to the coroner who was also postmaster, and the coroner sat on the case, filled out the various questions which the blank called for, and finally, when he came to the crucial question which asked the cause of death, he took a stamp from the desk and stamped on that point, "Opened by mistake." (Laughter). My point, Mr. Chairman, is, that this question is not opened by mistake, it is one which is directly in line with the nurserymen of this country, and I am mighty glad to see a paper of that type appear.

#### A Trip of Sight-seeing

At 2 o'clock, as the guests of the Western New York nurserymen, the visitors were taken on a trip of sight-seeing. Conveyances for some 500 delegates, with their wives and children, gathered in front of Hotel Seneca at the appointed hour. There were carryalls, carriages and automobiles galore. Each was packed to the brim with a jolly, happy, enthusiastic lot of sightseers. In each conveyance local men were scattered as cicerones, and they took much pleasure in pointing out to the strangers the sights of Rochester.

The first stop was made at Highland Park. There William C. Barry, a prominent member of the association and chairman of the Highland Park Committee of the Board of Park Commissioners, did the honors. John Dunbar, assistant park superintendent, aided in pointing out the floral beauties of the park.

#### Band Concert for the Visitors

By special arrangement, a concert by the Park Band was scheduled at Highland Park at 3 o'clock. While the concert was open to the public and attracted thousands of Rochester citizens, it was specially designed to pay a compliment to the visiting nurserymen and the latter enjoyed it to the utmost. Highland Park was at its height of floral glory. The famous lilacs were at their best. The rhododendrons were a marvel to the men who were accustomed to flower displays and the other exhibits at Rochester's most beautiful park astonished them. They voted that never in all their travels had they witnessed anywhere a park where the floral display was so unique and so extensive.

After the park concert, the party wended its way to Genesee Valley Park, taking a long drive over the fine park roads, viewing the river scenes and the meadows en route. Next the party was taken over on the east side and given a view of Oxford street, where the magnolias, famed the world over, presented a vista of beauty that was impressive. The visitors went out East avenue way next and caught a glimpse of the show street of the city, with its fine residences and handsome lawns. It was nearly 6 o'clock when the delegates reached the Hotel Seneca, somewhat wearied with the long afternoon of sightseeing, but enthusiastic in praise of the entertainment. They decided that Rochester had fairly earned its title of the Flower City.

#### Vice-Presidents Selected

During the early evening the delegations got together and selected their vice-presidents who later organized with J. H. Dayton as chairman. The report of the meeting, which was made at the next morning's session recommended F. H. Stannard of Ottawa, Kan., for president; W. P. Stark, Louisiana, Mo., for vice-president; George C. Seager, Rochester, secretary, and Chas. L. Yates, Rochester, as treasurer. The next place of meeting recommended was St. Louis. The report was adopted with slight discussion, but at a later session, held Friday morning, a motion was passed that leaves the place of meeting open as previously mentioned.

Secretary Seager expressed a desire to retire from the secretaryship. As soon as this announcement was made the older delegates, who have been attending conventions for many years and who were

thoroughly cognizant of the time and effort Mr. Seager has spent in behalf of the association, prevailed upon him to accept a re-election.

The old Executive Committee, consisting of J. H. Dayton, H. B. Chase and E. M. Sherman, was also re-elected.

#### Some Interesting Papers

R. A. Pearson, State Commissioner of Agriculture, who was on the programme for an address on "Our Department's Work," was unable to appear on account of family illness. Prof. L. H. Bailey of

the co-operation with the Entomologists Committee. The morning session concluded with the consideration of these various reports.

The annual meeting of the American Protective Association was held at 2 o'clock in the hotel assembly room. T. B. Meehan presented the report of the secretary. The following officers were elected for the coming year: President, J. W. Hill, Des Moines, Ia.; vice-president, W. E. Heikes, Huntsville, Ala.; secretary, Thos. B. Meehan, Dresher, Pa.; treasurer, Peter Youngers, Geneva, Neb.

in fact, his regular business is selling nursery stock. But when he loses his job at the nursery he can go on the vaudeville stage and make good as an interlocutor. He had a phony megaphone in his hand all night long and his introductions were often better than the acts he introduced. The cute girl in blue and brass buttons, who did the William Tell act, said Osborne's spell was a "scream" and she ought to know because she has had experience.

A smoker is a hard thing to describe, but a very enjoyable thing to witness and to



Another Scene at Highland Park. Are You in This Group?

Cornell University, gave a most interesting address on "The Science Point of View." This was the first time in several years that Professor Bailey had been able to address the association. He is an old-time favorite, and his remarks were received with special interest.

L. A. Berekmans of Augusta, Ga., followed with a paper on "Commercial Orchards."

A feature of the session was the address by Dr. W. H. Jordan of the State Agricultural Experiment Station at Geneva. His topic was "The Experiment Station and the Fruit Interests." He was frequently applauded during his remarks. Incidentally, Dr. Jordan scored the interference of politics with the work of the station. He said it was unfortunate that any of the professors had even to touch on politics. "Leave that for the directors," he said, "and let the professors work at something else."

E. S. Osborne of Rochester, gave a paper on "Relations Between the Grower and the Reliable Retailer."

William Pitkin of Rochester, presented the report of the Legislative Committee, in which all the delegates were interested, as a matter that vitally touched their business.

#### Other Reports Presented

The morning session closed with the presentation of reports from the chairmen of other committees. T. B. Meehan of Dresher, Pa., presented the report of the Exhibits Committee; J. M. Irvine of St. Joseph, Mo., presented the report of the Publicity Committee; C. J. Maloy of Rochester, N. Y., reported for the National Council of Horticulture Committee; Orlando Harrison of Berlin, Md., reported on

#### Retailers Meet

The annual meeting of the Retail Nurserymen's Association was held at 3 o'clock in the assembly room. Its proceedings were also not public. Guy A. Bryant presented the report of the secretary. These officers were elected by the association: President, Charles J. Brown, Rochester, N. Y.; vice-president, F. H. Stannard, Ottawa, Kan.; secretary and treasurer, Guy A. Bryant, Princeton, Ill.

A luncheon for the ladies was given at the Genesee Valley Club in the afternoon, to which no man was permitted to come. Mrs. Charles J. Brown, Mrs. William Pitkin and Mrs. James Pitkin acted as hostesses on this occasion. In the evening all the women were the guests of the association at a theater party at the Lyceum Theater. They all said they were never before so highly entertained at a convention; never had they received the special recognition and official attention at any prior convention that they received in Rochester. So they voted with their husbands to come back as soon as the opportunity was presented.

In the evening came the smoker on which the committee had put so much labor and time. It is estimated that delegates and friends who attended the smoker numbered fully 500. The affair was in charge of E. S. Osborne of the Charlton Nursery Company. The Rochester Herald gives the following description of the event:

#### Everything in Plenty

There was plenty to eat, plenty to smoke and plenty of stuff to drive dull care away. And then there was Osborne and his show. He does not make a regular business of it;

participate in. Everyone was very much at home and needed no introductions from Osborne. But he persisted in butting in every five minutes with an urgent invitation to mix it up and get acquainted. "Tables to the right; tables to the left; tables in the rear. Get together, boys, get together and mix it up." That was his sample spiel between the vaudeville acts.

#### A Great Vaudeville Programme

And such a vaudeville programme. It was a hodgepodge of most everything. It started off with card tricks and sleight of hand acts. Monologue, dancing, singing and the like followed fast. The girl in blue shot the apple off the head of William Tell and spinned guns until your head was dizzy. Another girl, who was imported from Buffalo, did some dancing and then some more. There was the comic German and the stage Irishman. There was real wrestling and burlesque wrestling. There was fake boxing and some of the other sort that used to go under the old Horton law. It went, too, right under the eyes of Commissioner Charles S. Owen and other high dignitaries who had the time of their lives as the invited guests of the men who sell trees, shrubs and flowers.

Certainly Osborne made good his promise: "Something doing every minute." It was a four-hour whirl of entertainment, was a four-hour whirl of entertainment, glomeration of vaudeville and sport. Probably the married men when they got home expressed regret that they had been unable to go to the feminine theater party at the Lyceum, but they were not honest in that regret. They saw things that they never saw on the Lyceum stage.

## ADDRESSES AND REPORTS

### Response of George S. Josselyn, Fredonia, N. Y., to Mayor Edgerton's Address of Welcome

Mr. President, Your Honor the Mayor, Ladies and Gentlemen:

James wrote, "Come and help us and git off that fence,"

And said on most themes my mind was quite dense.

"Work your poetry machine, you never talk sense—

We don't expect you will do it for Rochester."

Said sailorman, "Where bound?" How trim you must feel,

In full store-clothes rig from your truck to your keel."

I'm a-goin' to big town where they sarve a square meal—

And that's how they do it in Rochester.

Last year at Mil-wau-wau-kee we seemed fairly well bred;

Stepped softly, dined wisely, retired early to bed.

Old Cutter warn't there; he was dead, so they said.

Perhaps he's with us in spirit in Rochester.

Once at Seneca tavern I ate kangaroo, Tho' 'twas French on menu, seemed like fine Irish stew;

Should judge 'twould blend well with Bartholomay brew.

Was told they sometimes do it in Rochester.

From platform of Empire that kang tried to jump down;

The conductor grabbed us and said with a frown:

"Wait a mile or two—here you would muss up the town,

Can't allow hayseeds to do it in Rochester."

I know of a crank who spells egg with one g,

Another one such writes hoss h-o-double s-e.

In pronouncein' and grammar heow "intristin'" we be.

I've wondered how they do it in Rochester.

Said a kid: "Pa! What's this gag about family tree,

Did the Lord make you and Ma, sister Marie and me?"

"Sure, son. When you've read the Good Book you'll readily see."

"Say, dad, don't he improve right along here in Rochester?"

I remarked to a friend that I'd bought real estate.

"Did you?" said he. "Yes. They 'did me' not straight,

Next time I'll have better judgment and wait."

How I wish I had bought part of Rochester.

At banquet here a stranger, in language terse,

Said: "Are you the landlord?" "No, sir; I've done much worse,

But could never keep tavern nor drive a hearse."

That gent undertakes and does it for Rochester.

At these outings our boys will make eyes at the fair.

At Dallas one charmer had kinks in her hair.

These youth must awhile with flirting forbear,

Nicest gals don't do it in Rochester.



"Ain't You Glad You Came?"

"It's 26 years since the association has convened in Rochester, but I don't think they'll stay away so long again. This is the place to come for up-to-date ideas on nursery matters."—William Pitkin, State Fair Commissioner.

Sketched by cartoonist Clubb and used by permission of The Rochester Herald.

At next turn of the wheel the Poe slipped a cog,

Its grist must be veiled like a barn in a fog.

It was rhymin' Jim's yarn about a hoss or a dog.

Repeat it? Just now can't do it for Rochester.

### President Brown's Address

You have already been warmly welcomed to my native and home city, yet I cannot refrain from telling you how very happy the Western New York nurserymen are that you decided at Milwaukee to honor Rochester, the cradle of the nursery industry, with your convention this week. Those who attended the last meeting here some twenty-six years ago, at which time William C. Barry was your president, and who have not kept in touch with Rochester since that time, will hardly know her. We have now one of the three cities of the first class in the Empire State. We have here all the advantages of the larger cities.

We have what every city must have to prosper, our full quota of public-spirited citizens.

Rochester has not been standing still any of these twenty-six years. Yet it is but within the recent past that she has fully awakened to her possibilities. It remained for a young man from out of the Far West to shake us up as we had never before been shaken and to point out to us what we have here. Sidney R. Clarke came to us from California as secretary to our Chamber of Commerce. He set the wheels all going. Among other things he suggested that we as a city collectively and individually adopt the motto, "Do it for Rochester." This suggestion was enthusiastically indorsed and every man, woman and child has been consistently "doing it for Rochester" ever since. I would suggest that when you return to your homes you promulgate this doctrine. Adopt this same slogan, "Do it for Fredonia." Do it for whatever your home town's name may be.

### Rochester Parks

We are proud of our city, proud of her position among her sister cities, proud of our parks and boulevards. We have hundreds of acres of beautifully developed parks, affording opportunities for rest and recreation to all. We are proud of that great captain of industry, George Eastman, of kodak fame, through whose business ability and generosity Rochester has greatly profited and who in conjunction with that other public-minded citizen, Dr. Durand, has just given Rochester 500 acres on the lake shore. This will soon be one of the finest parks in the country.

We are not going to keep you indoors much. We want to show you Rochester and let you decide if she deserves the name, The Flower City, and also whether or not she is a good convention town.

I shall endeavor to make a record for brevity in my remarks, because we have with us many excellent speakers who will occupy the short time at our disposal much more profitably.

So far as I can learn the past spring's business has been a record breaker with you all. Stock has been in such demand that good prices have ruled and practically everything has been sold. To cap this excellent condition, collections have been prompt and everybody is working along smoothly, happily and contentedly. For these conditions how thankful we all are.

### A Pleasant Vocation

Gentlemen, taking all in all, we are following perhaps the pleasantest vocation in the world with its daily contact with nature, and if there is any man in the world who should be an enthusiastic out-of-door man, who should encourage in every way in his power the civic societies, neighborhood garden, tree and plant associations, local park boards, forestry movements, etc., it is the nurseryman, for her, more than most others, is in daily contact with the things with which these organizations have to do and so the more fully can measure the great good possible.

Many towns are slow in making appropriations for parks, playgrounds and other breathing places. Hold up the hands of the leaders in these movements and work up public sentiment in the community with which you are identified favorable to liberal expenditure of moneys for these purposes.

Gentlemen, there are many practical subjects for the interchange of opinion and experiences. One subject which was brought very forcibly to my attention a few weeks ago by one who has been very successful as a result of keen foresight and who has been and is to-day still backing up his convictions, is that of investment in lands. How much of his capital can the average nurseryman afford to put into land? Is it not better to own land than to rent it? How have land investments paid nurserymen in the past as compared with their other investments. Should not every nurseryman be a considerable land owner? Is he not in a position to carry land cheaper than the average investor?

#### Land as an Investment

The gentleman of whom I speak is connected with large business interests, travels extensively and is intimately acquainted with land values of the world. He states unqualifiedly that for a long investment extending over a period of years nothing is so sure to pay well as land in the eastern half of the United States, where he lives. The same may be equally true of the western half. There may be new lands in the West and South which some here know about in which we should all have a few dollars. If so, why not tell one another. There may be unusual opportunities for the young man in certain localities. If we should know of them why not put the young man wise?

These meetings to my mind should be experience meetings. A word might be dropped by any member which would greatly cheer and assist some other. Let us therefore in coming together try to help one another by referring to the things that we have found helpful to us in our daily experiences. Your committees have been composed of most excellent men and I wish to thank them all for their loyalty and faithfulness. I will but touch upon their good work, leaving it to the chairman of each committee to make its report from which you can judge somewhat of the debt of gratitude we owe to men who have devoted such a large amount of valuable time to the work of this association.

And now, gentlemen, in closing, welcome to our city, and may your sojourn with us rest and cheer you and may you return to your homes feeling that it was good to have come to this place.

#### Secretary's Report

June 6, 1908, to June 7, 1909.

##### RECEIPTS.

Membership fees.....	\$2,035.00
Advertising in Badge Book.....	722.00
Extra badges and books.....	23.50
Exchange .....	5.25
Codes .....	.55
	<u>\$2,786.30</u>

##### DISBURSEMENTS.

May 3, 1909—C. L. Yates, Treas..	\$1,070.00
June 7, 1909—C. L. Yates, Treas..	1,692.25
Exchange .....	22.10
Postage .....	1.95
GEO. C. SEAGER, Sec'y,	<u>\$2,786.30</u>
American Association of Nurserymen.	

#### Treasurer's Report

Your Treasurer submits his annual report from June 10, 1908, to June 7, 1909:

##### RECEIPTS

1908.	
June 8—To cash on hand.....	\$2,913.27
30—Interest .....	\$ 26.17
Dec. 31—Interest .....	35.53
1909.	
May 3—G.C.Seager, Sec. 1,070.00	
June 7—G.C.Seager, Sec. 1,692.25	
	<u>2,823.95</u>
	<u>\$5,737.22</u>



Woods Among the Flowers

This is no reflection on the kind of cigars that are being passed out to the nurserymen. E. S. Osborne is chairman of the smoker committee, and he knows how to select them.

Sketched by cartoonist Clubb and used by permission of The Rochester Herald.

##### DISBURSEMENTS

1908.	
June 18—Geo. C. Seager, salary, etc. ....	\$ 506.21
Whitehead & Hoag Co., badges .....	27.45
Union & Advertiser Co., badge books .....	303.26
June 22—Geo. C. Seager, telegrams, etc. ....	1.11
July 13—C. L. Yates, salary and postage .....	50.80
July 16—Miss Emma Jacobson, reporting committee..	64.90
Orlando Harrison, printing, stamps, etc.....	30.95
B. E. Fields, printing 1000 copies S. D. laws	25.55
July 27—Thos. B. Meehan, committee on exhibits....	22.67
Oct. 17—Union & Advertiser Co.	<u>234.90</u>
Oct. 23—J. H. Dayton, attending meeting tariff com...	15.00
Geo. C. Seager, express.	2.20
Dec. 26—J. H. Dayton, expense on tariff com., Wash..	47.40
Theo. J. Smith, expense on tariff com. Wash..	32.60
Wm. Pitkin, expense on tariff com. Wash.....	40.20
1909.	
Jan. 13—M. E. Wolff Co., bond for Treas. ....	18.75
Mar. 2—W. C. Reed, attending W. Classification Com.	95.40
Stark Bros., attending W. Classification Com.	83.80
Mar. 18—J. H. Dayton, expense Wash. Leg. Com.....	46.60
J. M. Pitkin, expense	

Wash. Leg. Com.....	39.75
William Pitkin, expense Wash. Leg. Com.....	46.01
Mar. 25—William Pitkin, expense Wash. Leg. Com.....	.54
Thos. B. Meehan, expense Wash. Leg. Com.....	23.00
Mar. 27—Irving Rouse, expense Wash. Leg. Com.....	40.50
Apr. 12—Wm. Pitkin, expense to Buffalo tariff com....	5.25
Irving Rouse, expense to Buffalo tariff com....	5.83
May 7—Wm. Pitkin, expense to Wash. T. Com.....	32.80
Irving Rouse, expense to Wash. T. Com.....	40.00
June 7—Cash to balance.....	<u>3,853.79</u>
	<u>\$5,737.22</u>

All of which is respectfully submitted.

C. L. YATES,  
Treasurer.

#### Tariff Committee's Report

Your Tariff Committee took up the preliminary tariff work, by holding a joint meeting with the tariff committee of the Eastern Nurserymen's Association last September. We were all very anxious to find a method that was feasible for levying specific duty on all trees and shrubs that were being imported under the Dingley Act on a 25 per cent. ad valorem basis. After long consideration and careful study it was unanimously decided that no such arrangement could be made as it would either take a paragraph bigger than the entire tariff act or would result in 10 per cent. duties on some things and 30 per cent. on others, neither of which propositions did we believe the government would stand for. However, at the instance of Messrs. Meehan, Moon and others we requested the Ways and Means Committee to fix a specific duty on certain classes of trees and shrubs, which was turned down by that committee, as were our other proposals, except that they gave us the \$1.00 specific duty we asked for on Mazzard, Mahaleb and Myrobolan seedlings.

#### As to Roses

In the meantime the Florists and Seedsmen were hauling us over the coals, the Florists taking special exception to our 4-cent rate on roses and duty on rose stocks. A joint meeting with the tariff committees of the Florists and Seedsmen was arranged at Buffalo, where our budding differences were patched up by our agreement giving the Florists and Seedsmen a free hand in the tariff schedules affecting their duty in return for their non-interference in our schedules.

The Seedsmen were in the same position as we were, in trying to secure a specific duty, and were even worse off, if possible, under the Dingley Act. They succeeded in the Senate Finance Committee in getting pretty nearly what they wanted, although the Payne Bill made no change in the schedule.

As the Senate Finance Committee gave no hearings it was imperative to get some member of that committee to look after our interests. Through Mr. Abner Hoopes, who is a personal friend of Senator Penrose of Pennsylvania, Senator Penrose agreed to take the matter up. He obtained the repeal of a paragraph which had put evergreen seedlings on the free list, which was claimed to be a clerical error

and may have been one as it was tacked on a paragraph relating to free seeds only.

Last Wednesday on the telegraphic request of Senator Penrose I went to Washington and the nursery paragraph was finally arranged as follows:

"260. Stocks, cuttings, or seedlings of Myrobalan plum, Mahaleb or Mazzard cherry, Manetti multiflora and briar rose, three years old or less, \$1.00 per 1,000 plants; stocks, cuttings, or seedlings of pear, apple, quince and the St. Julien plum, and evergreen seedlings, three years old or less, \$2.00 per 1,000 plants; rose plants, budded, grafted or grown on their own roots, 4 cents each; stocks, cuttings and seedlings of all fruit and ornamental trees, deciduous and evergreen, shrubs and vines and all trees, shrubs, plants and vines commonly known as nursery or greenhouse stock, not specially provided for in this section, 25 per centum ad valorem."

If there is no objection in the Finance Committee the rates will be reduced, but the specific features retained. Mr. Sharitts, Chief U. S. Appraiser, has given his endorsement of the schedule to the Finance Committee and we confidently expect the bill will pass finally as they recommend.

The chairman of the committee desires to put on record his thanks to the members of the committee for their ready help and assistance.

In no case has personal business been allowed to interfere in the quick response, often at telegraphic notice of work required.

Very respectfully submitted,  
IRVING ROUSE.

The members of the committee were: William Pitkin, F. H. Stannard, J. H. Dayton, Theo. J. Smith, J. M. Pitkin and Abner Hoopes.

I consider the present system of allowing the chairman of a committee to make up his committee a most necessary and useful one. It is really the greatest improvement in doing business the association has made in recent years.

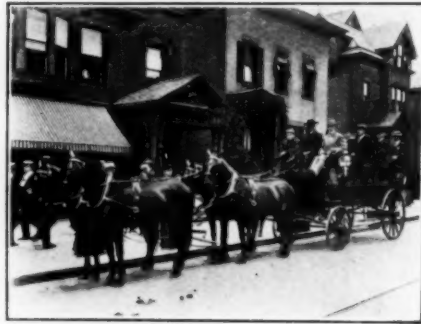
#### Nurserymen Pulling Together a Little More

By J. H. Dayton

Have been assured that there is never too much of a good thing, yet have sometimes thought that a reduction in the number of nurserymen might be a benefit to the trade. Yet when we consider the joy that flows into his life, how near he is to nature's heart, how calm, sweet and peaceful an existence he leads, how cares, worries and perplexities skip him by, the wonder is not that we have so few, but that many more are not scorning the temptations to engage in some well organized, well conducted business with established customs, rules and regulations, and becoming a free lance in the tree world, where every man can be a law unto himself, and unlimited competition takes the place of organized effort.

It certainly is fine fun to chase the elusive wooley aphids to his lair with a swab of fish-oil, to bend the gentle swaying branch of the cherry or apple, heavily laden with black or green aphids, down into the depths of the pail of tobacco juice, to listen to the wily tree buyer, as he calmly convinces you that the trees you thought were worth 15 cents on your grounds are in reality high at 7½ cents,

boxed and freight paid; to open the letter dated April 7th, saying: "Gentlemen—We have as yet received no notice of shipment of our trees, as per our order of the 5th." We call on heaven and earth to witness that everything else ordered the same date is in, that it is impossible to bill up a single order until your shipment is received, and eternal and everlasting ruin is our portion, unless your shipment reaches us at once. You grab your telephone, order the foreman to drop every-



thing else and rush the shipment off. The next letter opened is from the same firm, ordering a long list of assorted stock, shipped with their first order.

However, joy is not everything on this mundane sphere regarding selling and growing nursery stock as a business, as it surely is. Is not the per cent. of actual cash cleaned up on our investment about the only true criterion as to its value?

#### Unjust Attacks

To judge from the letters published, the papers read at some of the fruit growers' and horticultural societies, the remarks made and laws introduced into some of our legislatures, the sole object of every nurseryman is to do up his customers, mislabel and kill as many of his trees as possible before shipment. The truth is, that out side of the few genuine mistakes bound to occur in any business, the swindling dealer or nurseryman is able to carry on his operations only by the ignorance or cupidity of the buyer, and the customer who will use as much brain work in buying nursery stock as his wife does in buying clothing for the kids will get what he buys and pays for. However well established our reputation seems to be for deeds that are dark, do you not think that a little honest striving together might eliminate some abuses, destroy some bad habits and set us a little nearer right in the eyes of the consumer?

We will all agree that taking into consideration the inevitable risk in growing and handling perishable stock, the experience and care that must be exercised to produce good stock, the capital that must be provided and locked up in growing blocks for from one to ten years or more, that the returns are not and have not been at all commensurate, and that in any series of years more stock leaves the actual grower's hands at an actual loss than at a profit. Whoever heard of a rich nurseryman who obtained his filthy lucre from the profits in growing stock? Who is to blame? Well, you and I, if we are honest about it, will shoulder the responsibility and acknowledge it is our own fault. We cannot figure to a certainty the cost of our products, as does the manufacturer who is able to control conditions and to insure both his finished products

and raw material, but can we not establish a table of values and fix a basis below which everyone will understand he is selling at a loss? Can we not educate ourselves as to the true value of our stock and the amount we must procure, if it is sold at a profit? In fact, do you not know that active, intelligent co-operation among nurserymen could be made to establish confidence among ourselves and in our dealings with the public.

Commerce is not war, and the good bargains benefit both parties. Understand the first fruit trust was organized in the Garden of Eden, with his Satanic Majesty as promoter. Perhaps the disastrous result of that speculation is one of the reasons why it seems almost an impossibility to secure active, honest co-operation among the growers of agricultural and nursery products.

Remember hearing Mr. Collingwood make a statement something like this: "If you should lock up seven farmers (he might have said nurserymen) in a room, give them a week to deliberate and their choice of coming out to pool their issues, buy and sell their products as one, directing one or two of their number to attend to their business as officers, or to be hung, there would be seven hangings on the seventh day."

Is not now a good time for concerted action in a common cause? Cannot we agree on some things that we know and acknowledge to be wrong? Eliminate and bury them so deep that their specters will never again trouble even the dreams of our trade? Cannot a few things that we all know would improve our business and put money in our pockets be adopted and lived up to by enough of our members to make them so essentially the rules of our trade, that no one will think of breaking them.

#### Price Lists

What about price lists? Like some minister's texts, are they not often used only as a point of departure, only we run prices down, while the Reverend is trying to elevate. What about the price list of steel or iron, or a thousand other manufacturers? In what other convention in the world could I step from the platform and receive such a variety of prices on what purported to be the same article, and on what other commodity would there be such a diversity in grade or value when delivery was made?

If you know nothing about our business, and was made a trustee of some institution, who desired a bill of trees for their grounds, you made up a list, ask prices and receive bids, offering exactly the same lot of stock at from \$318.00 to \$675.00 and every offer from a reliable house, long in the business, well quoted in commercial reports and capable of filling their contracts, what would you think of the business sense and sagacity of the organized nurserymen?

Why, if a tree is worth \$1.00 of any planter's money the first of April, is it worth only 20 cents the first day of May? Have we not deliberately educated buyers to the fact that our products have no fixed value and that our estimated value fluctuates from day to day during the season, according to the way our mail opens up, or our food agrees or disagrees with us? Why are we so anxious to dispose of a little surplus at prices far below cost, that we seem to be willing to, and do make every effort as the season advances to demoralize prices and trade, demoralize

our standing in the eyes of business men and demoralize our chances of selling our next year's products on a reasonable basis. Figure it out, and you will find the ash heap one of the most profitable articles on the nursery grounds. About ninety-nine times out of one hundred it is cash in our pockets to sell what we can at a fixed profitable rate and burn the surplus, to say nothing of the better condition we are in for future trade.

As long as our price basis is: that we can grow and sell as cheap as the other fellow, or, indeed, go him one better, can we expect anything but meagre returns, or none? Are not the cut rates, reduced lists and cheap offers that flood our mails late every season, simply an admission of our incapacity to dispose of our stock at fair and reasonable profits?

#### Buyers at Wholesale

What about grades? Perhaps no one standard will be adopted to every section, but is it beyond the capacity of this body of men to fix and put in operation a system of grading that any man can learn and apply, and that will make us reasonably sure of what we shall find in our cars and boxes when delivered?

What about buyers at wholesale? Who are entitled to trade prices? Would it not be possible to have a list of actual wholesale traders, revised from year to year? Is the man who occasionally buys a few trees for his neighbor, or who every year disposes of the products of a few acres of small fruits entitled to trade rates and surplus lists?

Take our own state (Ohio). Last year 567 applications were made for certificates, 509 were issued. Of these 87 cultivated 10 or more acres, 1 1/8 of an acre, 82 1 acre or less; the large majority are small fruit growers and sell nothing but their surplus plants, yet their names find their way into our mailing lists as nurserymen.

Are the public institutions, parks, etc., who buy one to three large bills for the planting of their grounds entitled to same rates as fellow nurserymen? Why not decide and have some ruling that we could all know and understand, instead of, as at present, everyone a law unto himself.

What about the man who buys an estate and pays the landscape architect a large price for planting plans and supervision? Should we supply the stock at lowest trade rates, assuming, as we have to, all the risk and rebates expected by the retail purchaser? Ought not we to fix our own terms and methods of handling this business instead of allowing another organization to dictate them to us?

Perhaps none of these things and none that might be mentioned could be changed to suit us in one or two years, but taken up in a spirit of fairness and co-operation by the majority of the nurserymen at this convention, any or all of them could be made practically obligatory for the entire trade in a few seasons.

#### Trust Each Other

We trust each other in every way, until we come to the marketing of our products, when we usually act as though we thought every competitor had the principles of a Sioux Indian, and was out with his little tomahawk to do us up and hang our bleeding scalp in the sacred precincts of the bankruptcy court.

No nurseryman can live to himself alone. Anything that hurts one firm hurts all; any method adopted by one or more that

elevates the business and standing of one firm elevates all. Should we not stand co-operating not only with one another, together, or rather move forward together, but with all kindred organizations, not only to receive some of the results hinted at here, but in connection with the civic improvements bodies, council of horticulture, or any or all agencies, where the object is to make a cleaner, brighter and better planted America. Every back yard cleaned and planted, every scholar inter-



ested in a school garden, every farmer shown the possibilities of fruit culture, are bound to extend our business and make a better outlet for our stock.

#### Everybody Knocks

Do not think I have no faith in our business or in my fellow tree man. Everyone on the programme has a dispensation to knock a little. All of us who have for years been trying to reach an automobile income, and have been sweetened by adversity until we now have all faith in walking, as an exercise, and a sure way to get there, all know that through our organization much has been accomplished; that there is a better understanding, more of a disposition to look at things with the other fellow's eye, a strong desire here and there, to get together to put the nursery interest on its proper plane. We have done many things, we can do many more.

Stay over a few days, you fruit tree men, and visit the orchards of Western New York. Note the evidences of prosperity, the methods of care, the security evidently felt by these men, that in planting new orchards, they will receive trees of the grades and varieties they buy. Who furnishes the trees? The nurserymen.

#### Credit Where Credit Is Due

Go to the large peach tree belts of Delaware, Georgia, Texas, Ohio, Michigan or other states, and note the thousands of cars shipped of the varieties best adapted to their locality and market, and, again, the trees come from the nurserymen. Drop into the best fruit stores and feast your eyes on the Jonathan, Spitzenberg, McIntosh, Belleflower, etc., from the orchards of Colorado, Montana, Oregon and Washington. Read of the wonderful development of these sections and the fortunes made, and the nurserymen grew the trees.

Visit the estates about Boston, Newport, Philadelphia and other cities, the parks and grounds of public and private institutions all over our country; their landscape architects have called on the nurserymen for the wonderful variety of trees, shrubs and plants, to develop the wonderful effects and magnificent open air paintings and have not been disappointed.

Figure up what the nurserymen have received for it all, and tell me, is it not

time we dropped out of mind and heart our mutual suspicions and distrusts and filled the space with good will and faith in our fellow nurserymen, and pulling together put our business and organization not only on a plane with others, but as much higher as the privilege of dealing in God's best gifts to man entitle us to go.

#### The Relation of the Nurseryman to the Farmer

By T. B. Wilson.

The subject of my talk is, "The Relation of the Nurseryman to the Farmer." This relation should be so close and harmonious that the one could whisper in the other's ear at any time. Such, however, is not the case. They have really fought each other. The nurserymen seem to class themselves apart. The farmer resents such an attitude, although the nurserymen may be right in the sense that their self-election and their trade require more business methods than the farmer is willing to apply to his work.

The fruit grower should be raised up a notch. This can be done by education only. On the other hand, the nurserymen ought to be willing to concede a notch and put himself in the grower's place part of the time. I believe both intend to be honest, but are hardly fair with each other and the one is probably as much at fault as the other.

The practices of some nurserymen are unfair to the fruit grower. It is of these practices that I wish to speak. One is that of substitution, a right claimed by some nurserymen. The purchaser of nursery stock has no assurance of the varieties he is getting until the trees commence to bear. The guarantee of the nurseryman is to replace any tree not true to name. Of what value to the grower is the use of the nursery tree in the place of a bearing tree in the orchard? Unquestionably of insignificant value when compared to the loss of the fruit grower. The nurseryman ought to recognize the grower's position more fully and make a fairer settlement of these difficulties.

Again, some nurserymen are not careful enough in filling orders to select first-class stock only. Especially is this practice true when the trees go to sections where fruit growing is carried on to a small extent. Such discrimination offers an avenue for the disposition of inferior stock where the nurserymen think no objection will be made, but it is a practice which takes undue advantage of the fruit grower and should be stopped. It will be unprofitable for the nurserymen in the end, inasmuch as it discourages future sales in such localities.

There are a few men advertising as nurserymen who in reality buy all of their stock; many who buy part of their stock. Such stock is secured from sources of most advantage to the purchaser. This practice is seriously to the disadvantage of the fruit grower and has made many a customer dissatisfied. It should be discouraged by the nurserymen.

I want to suggest for your consideration the subject of pedigree stock, if it may be so called. Increasing competition in the dairy districts has compelled the weeding out of all but the best cows; cows that are not only of the best breed but are the best in that breed. The time has now come when the fruit grower can not better afford to have unproductive and unprofit-

able individuals in his orchard than the dairyman in his herd.

We cannot blind ourselves to the fact that an apple orchard possesses individuality just as much as a cow does. Two trees of a similar variety and similarly grown in every respect except that they are from two different scions, differ greatly in the amount and quality of their fruit.

By the time an orchard has come into bearing it is a troublesome matter for the fruit grower to unwork those trees which prove to be below standard. The place for such selection is in the nursery row and as long as buds and scions are taken from nursery trees and not from bearing trees of known quality such selection will never be accomplished.

The problems above mentioned seem to me to present the most serious difficulties arising between the nurserymen and the growers, nor is the nurseryman entirely to blame. Too often I find the grower himself is at fault. The solution of these difficulties will lie through a more united effort on the part of the nurseryman and the fruit grower. The fruit grower needs a clearer understanding of the habit of growth of the different varieties of fruits and the necessity of budding from bearing trees of the best type of the varieties. The nurserymen can do much to bring about this understanding, and if done honestly and fairly will work to his interest.

#### Report of Committee on Transportation

Gentlemen: About the only thing your Committee on Transportation has to report is the matter of changing the release clause on nursery stock. The clause formerly read: "Nursery stock prepaid or guaranteed, invoice value not exceeding \$5.00 per 100 pounds and so receipted for, etc."

Notice was received last December that the Western Classification Committee would meet at Mobile, Ala., on January 13th, and that they had placed on their docket the revision of the valuation on nursery stock. My time was so fully occupied that it was impossible for me to attend this meeting and Mr. W. C. Reed of Vincennes, Ind., kindly consented to go and Messrs. Stark Bros. Co. of Louisiana, Mo., very generously offered to send their traffic manager, Mr. Charles Sizemore, who is a railroad man of wide experience.

These gentlemen were in attendance at Mobile eleven days before this subject was reached by the Classification Committee; however, they were not idle during this time. They were interviewing the different members of the committee and corresponding with different nursery firms, getting information and statistics so that when the opportunity was offered they presented the matter in an able and most satisfactory way and were successful in having the release clause stricken out altogether, and it was through the strong showing made that nursery stock in a general way does not exceed \$5.00 per 100 pounds, that this clause was stricken out and your committee would therefore urge that when it is necessary to make a claim that it be made on a reasonable and proper basis.

F. H. STANNARD,  
Chairman.

#### The Science Outlook

L. H. Bailey, Ithaca, N. Y.

I have no "practical" message to bring to this body of nurserymen to-day. I de-

sire rather to speak of an attitude of mind and an outlook on the world which applies to the regulation not only of the daily life of every one of us, but also to our business organization and procedure. There is perhaps a special reason for speaking on the science outlook to a body of nurserymen because the nursery business is founded directly on a basis of science; by which I mean to say that the products that the nurserymen raises are produced by the application of scientific



methods to the soil and by rational procedure in the propagating, breeding and handling of plants. The nursery business has taken on a wholly new character during the past twenty years, consequent on the applications of the results secured by investigators in soil fertility, entomology, plant pathology and a dozen other departments of science. The old haphazard methods have largely disappeared and the mere rule of thumb that is not founded on reason is rapidly passing away. I am encouraged to take up a discussion of this nature because you nurserymen come together on the basis of a scientific programme rather than solely to do business or to provide yourselves with recreation.

This year has marked the celebration of the centenaries of a number of eminent and remarkable men. Amongst others, it has celebrated the one hundredth anniversaries of the birth of Charles Darwin and of Abraham Lincoln. Perhaps no two men within the past century have more exactly typified the character of our unfolding civilization than these two. We may be said to be living in a Darwin epoch in the sense that we are asking for evidence and are taking nothing for granted which is not founded on reason and fact; and in a Lincoln epoch in the sense that we care less for the mere forms of argument and of procedure than for the justice of the final results.

We are living in a time when it is considered to be right for a man to enquire, to see for himself, and to draw his own conclusions; for there are many things to find out and the human mind is inquisitive.

#### Must Inquire

We are living in the epoch of evidence. News-gathering and gossiping laid aside, we do not depend on hearsay, nor on opinion, but on the fact and the evidence. We want proof. We are asking what truth is, and then we are not assuming that it is this or that, but are demanding the fact rather than a statement of the authority of any man.

We are living in a time when we are not afraid of our conclusions. Men have been under bondage to other men from the first. They have been under bondage to the king or ruler, to the priest, to the capitalist, to the politician, and to current public opinion. Gradually we are passing out of our

bonds and becoming free. We now enjoy physical freedom; but very few persons in the world are really free to think as they will or to draw their own conclusions. While they may not know it, very few persons really want to know the truth. Very few persons, relative to the whole number, have open minds.

Our conclusions should follow naturally as a result of a line of work; and it matters not whether anybody is pleased with them or not. An honest man can withhold nothing in the search for truth, nor color his opinions for any persons or for any benefit to himself, or detract anything except on new evidence. When he arrives at a conclusion, he speaks; and when he speaks, he stands.

That is, we are beginning to think as individuals, and not as masses.

#### Integrity

We are living in a time of integrity of thought. By this I mean that we do not in any way modify or shade our opinions in order to meet anybody's preconceived notions or to fit our ideas into the frame of thought of our time. It is the intention of the investigator to know no other criterion than truth. If fame attracts him to modify his opinions, he is not a scientific man. If he modifies or understates or overstates his conclusions because he is afraid of them, or because he desires to win favor anywhere or with anybody, then he does not have a real scientific mind and does not have integrity of thought. He does not go where the truth leads him. Darwin wrote well toward the end of his life, "I am sure that I have never turned one inch out of my course to gain fame."

Now if this spirit were to guide all men it would revolutionize all our business; for a large part of the business of the world is essentially morally dishonest, even though it may conform itself perfectly to the law. It would also revolutionize our politics, for it would take out of political operation the element of expediency and compromise which now dominates it.

#### Science in Government

There is just as much need that we develop politics and government on a scientific method as that we develop chemistry, or botany, or physiology on that method. It is first necessary actually to study the conditions and determine what are the real facts; then on those facts to establish a constructive procedure and to let the whole question of favor and of patronage be forgotten. Only as we found government on evidence and develop it in the scientific spirit can we expect to have really good government, or to make the best progress in civilization.

There is a peculiar disagreement of method in the work of many men as between their week-day attitude toward the world and their Sunday attitude. I see this in persons who are giving their lives to scientific investigation. They may be good scientists in their laboratories, in the sense that they search for fact and are exceedingly cautious not to express even an opinion that is not founded on evidence, and yet when they are out of their laboratories they will accept the most impossible reactionary dogmas and theories which have no foundation, so far as we can discover, in either fact or reason. I always distrust the science of such men; or, at all events, a presumption is raised in my mind as to whether a man who does not have

complete integrity of thought on one subject is able also to have it on another.

It is very difficult for any of us to divest ourselves of tradition and of the notions that have come with us from birth or from childhood. Most of us have positive opinions on a great many subjects on which we have no real knowledge whatever. I often say to my students that they come to college with a whole body of notions and opinions and that the probability is that every one of them is wrong. The larger part of the maxims and "wise saws" by which we guide our lives are probably either untrue, only partially true, or are misleading and unsafe as guides.

#### The Scientific Man

The scientific man never sets out to prove anything. He starts out to find what is true. He divests himself of all preconceived notions as to what the result is to be. He merely wants to know what is the fact, and if the fact that he discovers to-day contradicts the fact that he discovered yesterday, or even contradicts his own public statement of yesterday, he is the first man to acknowledge and to publish the contradiction; and he finds as much joy in the discovery as if he had not made an imperfect conclusion on the day before. I knew an experimenter not far away who was very much disappointed that his experiments did not prove his theory and he, therefore, discarded his experiments. It is a rare quality in a man that he is able to withhold his conclusions until he has the evidence. I am afraid that most of us draw our conclusions and afterwards begin to prove them. That is, we prejudice, or are controlled by prejudice. Anyone who has attended courts of law will know exactly what I mean.

If I read the work of Lincoln properly, it is that he was interested very little in the intricacies of argument and in the mere methods of reasoning. He fell back on his native judgment of men and of affairs and on his native sense of justice and drew his conclusions as quickly and as directly and as natively as possible. A large part of the debaters of the world are really sophists, more interested in the processes of their reasoning and of their argument and in their own performance than in the accuracy of their premises, or in the final justice of their results.

#### Application to All

These remarks ought to have application to every one of us whether we are investigators or not, and whether we are following a business which is founded on scientific fact. Our type of mind determines our attitude toward the world in which we live. There are very few of us, I am afraid, who have a perfectly rational and natural outlook on the world of nature. We are inclined rather to look on the forces of nature as in antagonism with us rather than to put ourselves directly into line with nature and try to work with her rather than against her. It is interesting to catch this note through all the history of mankind and in our literature. Forces of nature, as the thunder, the lightning, the storm, the wind, have been thought of as forces which are by nature opposed to us and with which we must necessarily contend. This idea, whether consciously or unconsciously, has entered in our customary attitude of life and is expressed in our dogmas and in our creeds. I should like to do something, if I can, to enable

mankind to overcome its theological fear of nature.

You, as nurserymen, are interested in country life. You desire to see it developed. The beginning of all real development is a rational outlook on the part of those who live in the open country. Country people must interpret nature from cause to effect, rather than by tradition, notion or prejudice. The colleges of agriculture and the experiment stations are doing just this for country people. Be-



yond all "practical" application of the work of these institutions, is the new and open-minded attitude that they develop on all problems under discussion. They banish all guessing and all think-so. The farmer is now willing to learn and to cast old notions aside; and for this reason the world is a new world to him and he is beginning to understand his situation.

#### Attitude Toward Health

In a practical way, our attitude toward our own health is an illustration of what I have said. Most of us seem to have an inborn fear of fresh air, for example, especially at night. We shut our doors to nature. We have lived in buildings with narrow windows and have let in the air only grudgingly. We have considered the air to be inoculated with miasma and with all kinds of noxious attributes. It is the old idea of the antagonism of nature. We are now able to distinguish between air and mosquitoes. We are, of course, overcoming this feeling of antagonism and are developing a real sympathy toward the nature in which we live; but I think that the townsman is developing more rapidly in this direction than the countryman. I am inclined to think that the town boy, for example, is coming to be more of an outdoor boy than the country boy is. He is also likely to have better physical development. The farmer works out of doors and then escapes from the out of doors to the house and shuts himself up. I doubt whether any persons suffer more from lack of fresh air than many of the farmers.

#### Unhealth Necessary?

We seem to carry the idea that unhealth is a necessary part of the order of the world. All organs tend to go wrong and must be regulated; and we, therefore, have numberless liver regulators, stomach regulators, nerve regulators, and the like. There are still many persons who look on sickness as a judgment or a punishment rather than to regard it from the rational and scientific point of view. This notion is an expression of the idea that the world is, at best, a poor place to live in, that we are all inoculated with original sin, and that we are all doing penance. Now the plain fact of the matter is that it is natural to be healthy. It is natural for a fruit tree to bear; we should be careful

not to put any obstacles in the way to prevent its bearing. It is an imperative duty that we remove the obstacles to good health. This is much more important than merely to treat disease. We have developed colleges of medicine or of disease. We shall sometime have colleges of health.

Our traditional idea of God as a ruler who sits on a distant throne and rules the universe is another expression of our unsympathy with nature, because we put God above and beyond nature. The modern outlook is rather more to find God in nature.

#### Applies to Nurserymen

What I have been saying, applies to nurserymen and to all other people who live in the world. We must accept the natural conditions of the world as they are, and it is the part of reason to work completely in harmony with them, because we cannot make progress or live any satisfactory life otherwise. You, as nurserymen, must go to the bottom of things if you are to found your business on enduring principles. You now have the right to call on the experiment stations and colleges of agriculture to help you to determine the real facts. If there is San Jose scale, it is the responsibility of the man who owns the property to know it, to acknowledge it, to accept the consequences—and to fight it. The presence of the San Jose scale is a fact which cannot be minimized or alleviated by any kind of explanation or by any sort of certificate. It must be attacked. Much has been said in the past against the tree-agent and, I am sorry to say, sometimes, against nurserymen themselves, for what are said to be dishonest practices. I have no idea that such practices are any more numerous than in other bodies of men, and we hear less about them every year; but even if there were cause for widespread complaint I think that we could depend on the natural clarification of the business within a very few years, coming as the normal result of the work of scientific men on problems that modify and that underlie the nursery business. It is impossible to have the spirit of truth work itself out in one part of the business without working it out in another part.

#### Business Will Grow

I look for a rapidly growing extension of all kinds of nursery business and for three reasons: (1) because there is an increasing love of plants and desire to have them; (2) because the business of growing plants depends so closely on the results of scientific study that the business must constantly tend to be open, clean and honorable; and (3) because the growing intelligence of the people will constantly demand the best standards. It has within itself the essential elements of self-purification and self-development if it avails itself of the science knowledge at its disposal.

**CHARLES DÉTRICHÉ, SR.,** ANGERS, FRANCE

Grower and Exporter of

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### Commercial Peach Orchards

By L. A. BERCKMANS

Mr. President, Ladies and Gentlemen:

To make a financial success of commercial peach orcharding requires much work, both mental and physical. The man must be a good tiller of the soil, should understand plant life, know how to kill bugs, and fight to a finish those insidious and invisible atoms of destruction known as microbes and fungus germs; he must have a good business head, and I have known occasions when he must be somewhat of a politician. Therefore, to reach the point of success worked for, the peach orchardist must be a man of various qualifications.

The two first important points to be considered are soil and location. It is generally conceded that a sandy loam with a porous red clay subsoil within 18 to 24 inches of the surface is the ideal soil for a peach orchard; however, there are many profitable orchards upon some rather heavy clays and some on deep and drifting sands.

In selecting the site for the orchard always have in view the fact that the elevated areas are the most desirable. These catch every movement of the air and are therefore drier, and the fruits on these exposed points will frequently escape that bugbear of the orchardist: the late spring frost, whereas the fruit in the lower and protected sections will be frozen. By elevated areas, I do not mean to convey the idea that these shall be small hills, but elevated, exposed, and well-drained plateaus. Another great advantage in favor of such locations is that the fruit will ripen much more uniformly, thereby enabling the orchardist to harvest the crop in a shorter period and more economically. In the peach belt of the South I have never noticed any material difference in the exposure, except where sheltered by woods, and this is a decided disadvantage, as in such locations spring frosts are usually more destructive, but in the colder regions a northern exposure is generally the best, due to the fact that this northern exposure will in a measure retard the blooming period.

In the Michigan peach belt, orchards adjacent to the lake bloom later than those a short distance removed from the influence of the icy air of the water, but in the peach belt of the South it is injudicious to set a peach orchard near a lake or pond, the liability to spring frosts and attacks of brown rot is far greater than to an orchard at a distance from water.

### Preparation of the Soil

If the land is fresh and has just been cleared, it should be cultivated at least two years in some crop adapted to the locality. In preparing the land, I would emphasize the importance of removing stumps, roots and other debris, as these impede cultivation and, furthermore, are harboring places for insects and other pests. Should this new land be too rich for peaches, the fertility could be reduced by planting it in corn or some other exhaustive crop for a year. However, if it is old and worn out, it should be restored to a state of fertility before setting out the trees. The land should be broken up to the proper depth with a two-horse plow. If necessary, follow with a subsoil plow. Sow in crimson clover or cowpeas, or plant potatoes or some other crop which will require some fertilization. In early winter

turn under the cover crop. Excellent results have been derived from the following treatment:

After the land has received the proper plowing and subsoiling, broadcast or drill in peas in May, using one bushel to the acre, and an application of 300 to 400 pounds of good fertilizer to the acre will materially increase the growth. When this cover crop is matured break up the vines by running over with a cutaway harrow, then turn under with a two-horse turnplow. Now, as the depth of the soil



has been increased, the land can be plowed to a greater depth than the previous plowing, subsoiling it if necessary, and in the autumn of the second year your land is ready for the orchard. I cannot too strongly emphasize the necessity of deeply and thoroughly plowing peach lands, because after the trees are planted and are in growth the ground cannot be plowed deeply. Should there be any sections in the orchard where the topsoil has been washed away, these areas must receive careful and special attention. Such places being devoid of humus it must be replaced by a liberal application of stable manure or compost, and should be put in peas or clover. In two years time, by treating as above mentioned, these depleted areas can be restored to a state of fertility.

### Planting

Having now arrived at the planting period, which is best done in the fall, so soon as the trees are thoroughly matured—although planting can be done safely during the winter at any time when the ground is not too wet or frozen.

The land should be cross sectioned and two-foot holes dug at the intersections. Eighteen by eighteen feet is the favorite distance, but in heavy soils increase the distance. When digging the hole throw the top soil to one side; use a liberal amount of well decomposed stable manure to each hole, and have this thoroughly incorporated with the soil. If stable manure is not available, then use from one to two pounds of bone meal, or the same quantity of a mixture of two parts pure bone meal to one part of cotton seed meal. When using chemical fertilizers, the best results are obtained by first setting the tree in the hole, then fill up the hole one-half its depth, apply the fertilizer, but mix it thoroughly with the soil, firm the earth well about the roots of the tree and level off. The tree should be set in the hole about two inches lower than it originally stood in the nursery row. Always make a map of the orchard and let this show the number and varieties of trees.

### Varieties

This is of vital importance. Plant only such as you know to be adapted to your locality. A variety highly successful in a

certain section may be a dismal failure in another. If you are planting several varieties, select them so that one will immediately follow the other; or better still, have the season of ripening overlap. In this manner you can keep your help continually busy. Nothing is so demoralizing to your orchard force as to have idle periods between the ripening of the different varieties.

Plant the sorts in their respective order of maturity. It will save you time and money.

Never plant less than 5,000 trees of a variety. This number will cut out nearly all of the express shipments, which are usually devoid of profit, owing to the high rate and the careless manner in which the express people handle the packages.

### Cultivation

Thorough cultivation is absolutely necessary for the success of the orchard. For the first three years, or up to the bearing period, peas, melons, potatoes, or some other hoed crop adapted to the locality should be planted in drills between the tree and the crop.

It is, of course, understood that the trees should be frequently cultivated, under certain conditions, even more than the crop.

The soil under the tree should be kept loose and friable, and this work entrusted only to careful and painstaking men, as thousands of young trees are annually injured by having the bark bruised by careless hoeing and plowing.

We will now assume that the orchard has arrived at the bearing period; and this is the signal for clean and constant cultivation. The orchard should be broken up in early winter, and middles plowed to a depth of eight or more inches, but when approaching the tree the depth of the plowing must be lessened so as not to mutilate the roots.

So soon as the first grass is in evidence start the orchard cultivators, and keep them going to within three weeks of the ripening period. This applies to an orchard which is in a good physical condition. If a thrifty orchard is cultivated too near to the time at which it will mature its fruit, the foliage becomes too dense and sufficient sunlight is not admitted to the fruit to give it the proper color, which is a most important factor governing the quality and price. If, on the other hand, the orchard has not made a satisfactory growth and the fruit is off in size, then the cultivations should be frequent and continued up to the time of ripening. All summer cultivations should be shallow.

Immediately after the crop has been harvested, the cover crop should be put in, and this turned under in late fall or early winter after a killing frost. The Cutaway, Acme and California orchard extension harrows and weeders are the best and most economical tools.

### Pruning

Upon proper and intelligent pruning will depend in a great measure the success of your orchard. In the southern section of the peach belt trees should be headed low when set out; 18 to 24 inches above the ground being the best height.

After the newly planted tree has put out a growth of  $1\frac{1}{2}$  to 2 inches rub off all of the tree's upper shoots. These should be so distributed about the tree that it will be well balanced. The early rubbing off of the surplus growth cannot be too thoroughly emphasized. It is a great sav-

ing of time to do this before the young growth becomes tough. It is also not so severe a shock to the tree. The orchard should be gone over twice or more during the growing season and all superfluous growths rubbed out. If these growths are allowed to attain some length it is then necessary to use a pruning knife, which is a slow and more expensive operation. The tree having been set to three limbs so that it is well balanced, one-half to one-third of the previous year's growth of these limbs should be removed during the winter, and the tree pruned so that it will have a broad open head, thus admitting to the center of the tree light and air. Should the tree have a rank and vigorous growth, the surplus wood should be removed during summer, but it is not advisable to cut a limb over three-fourths of an inch in diameter at that season. Summer pruning, I find is economical and at the same time a pruner can see where the foliage is too heavy. The pruning should be done annually during the winter months, when the wood is thoroughly dormant. In the milder peach belts of the South, the pruning can be commenced in early winter, but in the northern and colder sections, it should not be done until the period of severe freezes is passed. All wounds due to the removal of limbs over one-inch in diameter should be disinfected with a solution of copper-sulphate, one to five gallons water; then painted with any heavy lead paint. All cuts must be made close to an eye, and the eye should be left in the direction it is desired that the new limb should grow. In removing limbs do not leave stumps, but make neat, clean cuts, and always in a line with the trunk or limb. Care should be exercised not to cut out too much of the fruiting wood.

By carefully following these directions, better fruit and longer life to the tree will result.

#### Peach Tree Borer

The old method of worming peach trees during winter has been found ineffective, principally because the worms caused too much damage before being removed. In early spring the earth should be removed from about the body of the tree down to the crown and all gummy exudations scraped off and a careful search made for the borer. For this purpose use a farrier's knife or a tool especially made for scraping peach trees. Apply a wash to a height of 18 or 20 inches, allowing this to run down well on the roots. As soon as this wash is applied draw up the earth to the trees, forming a cone about six inches above the level. A second application of this wash should be applied during August—if the first wash begins to get thin. During the last of October remove the mound from around the tree and thoroughly scrape and clean the bark as in the spring, and give another application of the wash. This is a vigorous treatment, but very effective. The wash above mentioned is made as follows: One bushel of quick lime, 20 pounds of sulphur, 1 gallon of coal tar, 50 gallons of water. Mix tar and sulphur in 10 gallons of water, add lime, keep well stirred. When entirely slaked dilute to 50 gallons.

#### Fertilization

For the first two years the growth of the orchard should be stimulated as much as possible by an abundant supply of phosphoric acid and nitrogen, but care should

be taken not to give an excess of nitrogen. This is readily distinguishable by the vigorous growth, and the dark green color of the leaves. An excess of nitrogen will also produce an exudation of sap, and immature ripening of the twigs, which are frequently winter-killed. When the tree shows a pale color it indicates a lack of nitrogen. In such cases an application of stable manure is beneficial. A most excellent chemical fertilizer to use at this period is a mixture of 1,400 pounds of pure ground bone and 600 pounds of cotton seed



meal. Apply broadcast or in furrows on opposite side of the tree at the proper distance. When the bearing period is reached potash is needed. This can be supplied in the form of muriate or sulphate of potash. A good formula is a fertilizer analyzing 10 per cent. available phosphoric acid, 1 per cent. ammonia and 10 per cent. potash. Apply three to five pounds, according to the vigor and size of the tree. This is best applied in February or March, or just before active root growth commences. Hardwood ashes, when obtainable, is a most excellent and economical fertilizer. If the tree received too much phosphoric acid and nitrogen, the growth will be excessive, and fruit will lack color and it will be very susceptible to brown rot; and in this case ashes or potash fertilizer should be liberally applied.

#### Thinning

This is a most deceptive undertaking. It should be started just before the pit begins to harden, and after the completion of the natural drop. It is, indeed, hard to realize when thinning that the little peaches will obtain a diameter of one and a half to two and a half and frequently three inches; consequently, a thinning process is not always sufficiently severe. Some varieties should be so thinned that when the fruit matures there should be at least four to six inches between each specimen. This may seem unduly severe, but will give you better results in every way, and at the same time add to the healthfulness and life of the tree. Your entire crop of fruit will be of merchantable size and you will not have a lot of undersized and worthless fruit. All peaches removed from the tree should be carried to the dump and burned, as much of the fruit thus thinned contains the egg of the curculio, and by burning, future crops of curculio are destroyed. Thinning the fruit, in connection with the proper pruning, cultivation, fertilization and spraying, will keep the peach orchard in first class physical condition, and, barring frosts and storms, there is no reason why your orchard should not produce a good crop annually. Off years in a fruit crop are due to the neglect in observing the above important duties.

#### Curculio

This little tunk is the cause of the loss of many carloads of fruit annually, and vigorous warfare should be waged against this pest. Wild plum, crabapple and haw trees are excellent breeding places for this insect and the careful cultivator will see that such trees are removed from the vicinity of the orchard. It is also well to remove all wood adjoining the orchard. If this is not practicable, the wood should be burned over in the late winter so as to kill all the undergrowth. All stumps, roots and pieces of bark and other debris in the orchard should be removed, as these afford hibernating places for the curculio. Another way to destroy the curculio is to jar the trees, catching the insects on cloth covered frames especially made for the purpose. This jarring should be done early in the morning and late in the afternoon when the curculio is dormant. The jarring should commence as soon as the fruit is set, and should be continued as long as necessary. Spraying for curculio has not been entirely successful, but if two pounds of arsenate of lead added to fifty gallons of Bordeaux is used when spraying for brown rot, many curculios will be destroyed. All falling fruit should be gathered and burned.

#### Brown Rot

This is one of the greatest problems confronting the fruit grower. Many orchardists do not believe in spraying, as the results obtained have been unsatisfactory, and in many instances the results have been fatal to the trees. Not infrequently the spraying is entrusted to the most trifling and careless help on the farm, whereas this should be done by the most careful and intelligent men. The spray should be thoroughly distributed over the tree, but not in such copious showers that the liquid will drip from the leaves, nor run down the trunk of the tree in streams. Spray properly, or omit it altogether. Another most important feature in reducing the ravages of brown rot and visitations of the curculio is the removal of all fallen fruit. During the harvesting season the orchard should be gone over carefully at least twice a week, and all the fallen fruit gathered up, and carried to the dump and burned. After the crop is harvested it is well to go over the orchard and cut out all twigs showing the effect of brown rot. These twigs, like the fruit, should be cremated. I would state that the following treatment has given good results:

First—Remove all mummified fruit, should there be any on the tree.

Second—Spray in winter with lime and sulphur.

Third—When in full bloom, prune out all twigs and blossoms affected with brown rot.

Fourth—When fruit is well set, spray with Bordeaux 3—9—50.

Fifth—Ten days later, Bordeaux 3—9—50.

Sixth—Ten days to two weeks later, Bordeaux 3—9—50.

The same spray should be continued at intervals of ten days to two weeks until the fruit begins to ripen. If the Bordeaux is carefully applied there is no material injury to the foliage, but if milk of lime is used three days after an application of Bordeaux the shot-holing of the foliage will be greatly reduced.

### San Jose Scale

The more orchards the greater is the number of insects and fungus diseases. It seems that with the advance of civilization both the vegetable and animal kingdoms are being continually attacked by new diseases. When the San Jose Scale first appeared on our shores we thought the fruit industry was doomed, but, thanks to the entomologist, this pest can be kept within bounds. If we spray with lime and sulphur solution in the fall so soon as the trees have been pruned the scale can be kept in check, but if the orchard is badly infested a second spraying in the spring, before the buds begin to swell, will be of untold benefit.

### Picking and Packing

The harvest time has now arrived and the orchardist is ready to reap the reward of his three, maybe four, years of labor, expense and patience. The picking must be carefully done; the pickers should be in gangs of thirty or forty, with a thoroughly competent field boss in charge of each gang. He should see that each picker carefully removes the peach from the tree by twisting the fruit, and that it is placed (not dropped) in the basket. The baskets should be promptly hauled upon a specially constructed spring wagon to the packing shed, and there uniformly graded by hand. All fruit showing the least defect must be discarded. The grader should carefully place each peach in its respective bin; the packers deftly place the peaches in the baskets in the stand and carrier crates. No false packing should be tolerated; every peach packed should be perfect and of its respective grade. Too much stress cannot be laid upon the importance of uniformity in packing. The first peach placed in the crate must be a standard governing every specimen filling the crate of that grade. The fruit should be so placed in the basket that one does not rest upon another; in other words, they should rest in the cavities. The stem ends should all point in the same direction, and the blushing cheeks be in sight. Do not be afraid to give full measure. It pleases the buyer, and, furthermore, a full crate carries better than one loosely packed. Use a neat package, and brand on same the variety and grade. Let your labels be neat, but not flashy. Establish with your first shipment a reputation for honest and uniform packing and grading, and thereby reap the reward of your labor.

### The Experiment Stations and the Fruit Interests

By Dr. W. H. Jordan

Mr. President, Ladies and Gentlemen:

This is the first time I have had the honor of appearing before this body. When I was approached on this matter by my official associate and superior in office, Mr. Rouse, I could see no reasons why I should be asked to address you because of anything technical that I may be able to say. I have not prepared any written address, for what I have to say to you to-day is not for the public especially, but for you personally.

My purpose is to discuss with you a point of view with regard to one of the agencies that is very important to you and to the interests to which you are related. I refer to the experiment stations. I am

glad to present such a discussion before this body, because it is representative, not only of this state, but of many other states, and because it is a body of men who maintain a high degree of intelligence in their business and in their relations to other men.

We have new agencies in agriculture, agencies that have developed within the life and labors of individuals now in active service. In 1878 and 1879 I was associated in the work of the first experiment



station established in the United States. Dr. Atwater was its director, a man who did a great deal for agricultural science in this country, because he had an adequate conception of what real science is, and what would be most profitable to agricultural practice.

Since 1875, when the first station was established at Middletown, Conn., there has been in our land a tremendous development of those agencies that are related to agricultural science, and it is about those I want to talk.

### Agricultural Colleges

Just a word as to the status of those institutions at the present time. The agricultural colleges of this country which are intimately related to the stations have probably in property and funds to-day not less than a billion dollars in value. The annual income of our land grant colleges, with which the agricultural colleges and stations are associated, is approximately \$14,000,000. There are approximately 10,000 students in the agricultural departments; there are in the institutions themselves over 5,000 teachers, agriculture having her fair share in many of the leading institutions. The annual income of the experiment stations is approaching \$3,000,000, divided about equally between that appropriated by the national government and that appropriated by the states. These institutions are employing in the work of acquiring information about a thousand persons in a scientific and administrative capacity, and they are publishing upwards of 500 reports and bulletins each year, mailed to nearly a million people. How many of those are read I do not know. I have had my doubts whether they are read as they should be. Whether that is a fault of the bulletins and reports or of the agricultural people is not for me to say, and yet I fear there is growing upon the American mind the idea that these agencies must not only furnish information obtained by research and inquiry, but they must also make it sugar-coated, and if that won't do, have some kind of an official syringe to inject into people, whether they want it or not, the information that they ought to have. The place of personal responsibility needs to be fully

considered in the matter of the acquisition of knowledge.

The first thing to do when the agricultural science began 'way back in the sixties, was to establish the new institutions, and those of you to-day who are familiar with the public and legislative attitude of those early days have no idea, unless you were in the fight, what it meant to secure the organization and maintenance of new institutions that were the objects of disfavor with many persons and that had to swamp out a new road in the midst of prejudice and misunderstanding. It was necessary to cultivate public confidence and secure favorable legislative action and the burden of these public relations has fallen largely upon the administrative members of the college and station staffs.

It has been unfortunate that the men who have had the responsibility of the scientific and educational management of these new institutions have been obliged to so divert their energies and to enter at least the edges of the field of politics. Their activity should be mainly at the institutions for which they are responsible. Nevertheless, this active agricultural propaganda has borne fruit.

### Little to Get Money

It requires very little effort to-day to secure reasonable appropriations for agricultural research and education from the legislature of this or any state. There has been magnificent endowments of colleges and stations of the Middle West, and if this were wholly a New York audience, I would urge that, while the State of New York has been generous in these directions, it has not yet risen to a conception of its opportunity as the states of Iowa or Illinois have in relation to their agricultural institutions. Illinois provides not thousands but millions of dollars. But there is no state in the Union whose agriculture is so complex, and has such insistent demands for investigation and instruction as the State of New York, because its agriculture is so varied, and requires expert direction in so many lines.

### Confidence in Public

Yes, we now have the confidence of the public. I sometimes think it is over-confident as to the service we can render. I do not know how it is with the station at Cornell, but I know that there come to the station at Geneva calls for aid of a most varied and personal character, calls that have an intimate relation to individual business, and that indicate an over-confidence in the ability of the institution to lead an individual out of his difficulties and into success. There seems to be on the part of many persons the feeling that because we speak in the name of science, we are ultimate authority on any subject, however personal and however closely related to individual business. Our time is heavily drawn upon for service that self-reliant and studious farmers do not ask. In view of the state support, and the confidence of the public, there now rests upon these institutions a great responsibility, and my inquiry to-day is, now that the stations are established, both in public confidence and legislative support, what shall we now do to make these institutions the most efficient possible in the service of agriculture? And I will say first of all that the energies of the experiment stations in the past, especially those in the East, have been largely exerted in the way

of defense work, rather than in laying deep and solid the foundations of agricultural practice.

### Defense Work

What do I mean by defense work? I mean in part the defense of the nurserymen and the fruit grower against injurious pests. I looked over the other day the work of the New York Experiment Station for twenty-five years as related to the interests of nurserymen and fruit growers, and I found that we had been very active in the kind of effort that I have just mentioned. For instance, under the head of fungous pests that are related to the business of the fruit grower, I found that we had studied apple scab, pink rot, fruit spot as related to apples, cane blight as related to currants and raspberries, leaf curl of peaches, pear blight or what is known ordinarily as fire blight, pear scab, pear leaf blight, leaf spot and black knot as related to plums and anthracnose, and cane blight as related to raspberries, and so on, and I find that the botanical department of our institution has been chiefly engaged in that work, rather than in the work of studying the fundamentals. When it comes to insect pests, our entomological department has studied the codling moth, the San Jose scale, the plum curculio, plant lice, canker worm, flea beetles, tent caterpillars, apple and pear lice, the potato beetle and so on, and the attention of this department has been quite properly absorbed with defense work of this kind. The energies of the stations are to some extent devoted to other kinds of defense work, such as fertilizer inspection, cattle food inspection, studies of fungicides and insecticides with reference to their composition and standards. The inspection of human foods is in some states put upon the stations. Now, I am not decrying defense work; it is important and must be done, but its application is likely to be temporary and its results do not bear upon the fundamentals of farm practice. These institutions, the stations, have also been omnibus agencies. What do I mean by that? Why, I mean they have attended to their real and proper work, and a great deal else, to the detriment of the results they were organized to accomplish. This may have been necessary. As I said to you a few moments ago the stations have been the subjects of legislation, and an essential to favorable legislation is popular confidence, because public sentiment is generally behind legislative action. In order to secure popular support we had to do the things that appeal to the public mind. What has been the result? Why, we have been obliged to write popular literature, appear constantly on platforms at institutes and other meetings and attend to a tremendous amount of correspondence. We bought at Geneva in the last fiscal year 50,000 stamps and stamped envelopes. Popular relations, the propaganda of agriculture, if you please, have largely consumed the energy and time of experiment station men. I count every winter that the value of the scientific staff of the Geneva station is practically nothing from the time the institute effort begins until it ends.

Now, friends, because I want you to join with me in what I regard as the right point of view, the inquiry I have to bring to you to-day is this: Is this right? Is this popular effort the kind of effort that will bring to you as nurserymen and as fruit growers

the most useful and efficient results? I believe not. The national and state governments have established agencies for three lines of effort, the administration of law in its agricultural relations, the discovery of truth and fact, and the instruction of the people, either as students in institutions or in a popular way through extensive literature.

### Stations for Truth

Among these agencies the stations stand for the discovery of truth, and they stand for nothing else, at least primarily for nothing else. I suppose those people who have never been connected with an investigational institution hardly appreciate the disaster that comes to a man who is engaged in real inquiry, if his attention is drawn away even temporarily into some other line of thought or effort. For instance, if the mind of a chemist becomes saturated with a problem and he acquires a certain momentum in its study he should be let alone. It will do harm if his attention is interrupted. Director Henry once said to me, speaking of the distinguished investigator, Dr. Babcock, "Babcock," he said, "does not appear much in public; I do not want him to; I would rather have him sit quietly in the laboratory and incubate."

Now, friends, what I am pleading for to-day, and shall continue to plead for, is an attitude on the part of the public which will permit the men who have upon them a grave responsibility of digging into the unknown and reaching accurate conclusions, to give themselves and their thought to their problems. And so, in your relation to legislation in your various states, in your demands upon your experiment stations, keep this thought in mind—here is a body of men set apart, or ought to be, to a specific work, a work than which none is higher or of greater importance to human kind, the acquisition of knowledge. Professor Bailey has dwelt charmingly and convincingly upon the question of integrity of thought, but underlying correct thinking and teaching, underlying the direction of our lines and our vocations lie fundamental truths which somebody must reach. The station as a special agency will serve you most efficiently if you allow it to be set apart to this work than which nothing is more valuable. I thank you for your attention.

### Relations Between the Grower and the Reliable Retailer

By E. S. Osborne

The subject which has been assigned to me by your Committee on Programme is of sufficient range to permit one to talk on indefinitely. I shall not, however, take up a great deal of your time, as I know you are anxious to hear the reports of your committees, attend the other meetings that are scheduled for this afternoon, and also to get in training for the smoker which is to be held this evening.

It has been my pleasure to attend a number of conventions of your association, but in all the papers which have been read and addresses made, little attention has been paid to the retail end of the nursery business, yet we count among our membership a great many firms, the bulk of whose business is retail, the wholesale department being used more to dispose of the surplus stock which any firm doing any growing at all is bound to have.

With all due respect to our wholesale brethren I believe the time has come when something of interest to the retail nurseryman should come up at all of our meetings, and I hope that in the future the Committee on Programme will arrange for papers that will treat on the nursery business from the retail standpoint.

I confess I do not know why the Committee on Programme used the words, "Reliable Retailer" in naming my subject, for all retail nurserymen are supposed to be reliable.

### Pleasant Relations

The relations between the grower and the retailer should be of the pleasantest character, and each should strive to do his best to assist the other and to protect him; for the very reason that the success of each is dependent upon the success of the other. It is true the grower could say that he could get along very well without the retailer, that he could market his trees at perhaps a bigger price than he is getting for them now, but is he fitted by experience and ability to go ahead and do so. On the other hand the retailer might say that he could go ahead and grow stock and be independent of the grower, but the same question arises again, is he experienced and has he the ability to go ahead and do so? I think you will agree with me that in the majority of cases neither one is fitted or experienced for the duties of the other. Such being the case then both are helpless without the assistance and good will of the other.

It therefore behooves the grower to protect and assist the retailer and the retailer to do likewise.

The grower should be careful in the propagation of his stock, should see that his varieties are not mixed, and above all that the stock is absolutely true to name.

### Should Exercise Care

Care should also be exercised in grading so that the most exacting retailer will have no cause for complaint when stock is delivered to him, for there is nothing more exasperating when you feel that you have a fine lot of stock coming from some one to find on delivery that it is not up to grade either in height, caliper or quality, and delivery of this kind only means loss to both parties and an added additional expense not only in money but a bunch of cuss words as well.

On the other hand the retailer should remember that nature is not as good to some varieties as to others all of which should be taken into account when trees are being sorted.

There is another point I wish to draw the attention of the grower to and that is the practice of sending wholesale price lists and surplus lists to the consumer. If there is anything that is unfair or unjust to the retail nurseryman it is this unfair practice. There is no reason under the sun why a consumer should be able to buy trees and shrubs at wholesale.

You would not expect to go into a wholesale clothing house and buy a suit of clothes at the same price as the retail clothing merchant, and I can see no reason why the consumer in our line should be accorded this privilege. Do not understand me as saying that any one here makes this a practice, but I have had a number of wholesale lists sent into our office by our agents which have been picked up by them from prospective customers.

If you are in the wholesale business be satisfied to dispose of your products to the retailer and I am sure that if the stock is good and prices are right you will have no trouble on this score.

Before closing there is just one question I wish to call to your attention and that is, whether the professional landscape gardener is entitled to receive the wholesale price list of the grower. I would answer this question in two ways: Yes; provided he would resell the stock to those for whom he is employed at an advance, taking a reasonable profit and there is no reason that I can see why he should not take this profit.

On the other hand, if professional etiquette will not permit him to do this, then I cannot see why he should be allowed to buy stock at wholesale and turn the bills over to his employer, the consumer, permitting him to buy a small quantity of stock for home consumption at the same price as the retailer pays who buys in large quantities.

Ladies and Gentlemen, I thank you for your attention.

#### Report of the Committee on Legislation

WILLIAM PITKIN

To the President and Members of the American Association of Nurserymen:

Gentlemen—As chairman of the Committee on Legislation, I beg to offer a report of the work done by your committee during the past year. Many matters of state legislation have been either referred to this committee or investigated directly by the chairman.

Perhaps the most important matter which has come up for action by this committee was a bill introduced in the last Congress providing for the inspection of foreign nursery stock at ports of entry. Contrary to a tacit understanding, which had existed for a number of years, this bill was prepared by Dr. Howard of the Department of Agriculture at Washington in connection with several state entomologists, and without consulting the nursery association. The bill passed the House of Representatives, and had been reported favorably by the Senate Committee on Agriculture, before your Legislative Committee had any information regarding the matter.

The chairman of the committee called to his assistance Messrs. Irving Rouse, James M. Pitkin, J. H. Dayton, Abner Hoopes, W. H. Moon and Thomas B. Meehan, and the committee went to Washington, and after a hard fight succeeded in killing the measure for the last session of Congress.

It was agreed that the bill would be laid over, with the understanding that before the next session of Congress the Legislative Committee of your association, together with Dr. Howard of the Department of Agriculture, and other entomologists would get together and endeavor to agree on a bill that would be mutually satisfactory. Following this agreement, and at the suggestion of Dr. Howard, your committee formulated a bill and sent it to Dr. Howard for his consideration about two months ago. Shortly after that time your chairman and some of the members of the committee were in Washington in connection with matters of tariff and called on Dr. Howard for the purpose of discussing the proposed bill, but he had not had time to consider the matter, and was not ready to discuss it. It was, therefore left for future consideration, and your

committee would suggest that the Legislative Committee for next year be given authority to act on this matter following the general lines of the bill presented for Dr. Howard's consideration. A copy of the bill is attached to, and made part of this report. I will now read the proposed bill:

#### AN ACT

To provide for the inspection of nursery stock and to authorize the Secretary of Agriculture to establish a quarantine against the transportation in interstate commerce of diseased nursery stock or nursery stock infested with injurious insects, and making an appropriation to carry the same into effect.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled:

That all nursery stock, brought into the United States, including field-grown florists' stock, trees, shrubs, plants, vines, cuttings, grafts, scions, buds, pits, or seeds of fruit and ornamental trees and shrubs, shall be subject to inspection by official experts of the Department of Agriculture at final destination on the premises of the owner or consignee.

Sec. 2. That any transportation company, person, or persons who shall receive, bring, or cause to be brought into the United States any nursery stock, including field-grown florists' stock, trees, shrubs, plants, vines, cuttings, grafts, scions, buds, pits, or seeds of fruit and ornamental trees and shrubs, shall, within twenty-four hours after the arrival thereof, notify the official expert of their arrival and delivery to consignee. The official expert or his representative is hereby authorized and empowered to enter into any warehouse or premises of consignee or owner, where such nursery stock or other described articles are received for the purpose of making the inspection or examination herein provided for, and such examination shall be made within five days from such arrival thereof.

Sec. 3. That each case, box, package, crate, bale or bundle of nursery stock, including field-grown florists' stock, trees, shrubs, plants, vines, cuttings, grafts, buds, scions, pits, or seeds of fruit and ornamental trees and shrubs, imported or brought into the United States shall have plainly and legibly marked thereon the name and address of the shipper, owner, or person forwarding or shipping the same, and also the name and address of the person, firm or corporation to whom the same is forwarded or shipped, or his or its responsible agent.

Sec. 4. That when any shipment of nursery stock, including field-grown florists' stock, trees, shrubs, plants, vines, cuttings, grafts, scions, buds, pits or seeds of fruit and ornamental tree and shrubs, imported or brought into the United States is found infested with injurious insects or their eggs, larvae, or pupae, or with tree, plant or fruit disease or diseases, the contents of boxes or bales so infested or diseased may be disinfected at final destination on the premises of the owner or consignee, under the supervision of the official expert. After disinfection has been so performed in a manner satisfactory to the official expert, the trees, vines, or other articles shall then be released. If it be not practicable to fully disinfect such stock, such portion of it as shall be infested shall be destroyed.

Sec. 5. That upon complaint or reasonable ground on the part of the Secretary of Agriculture to believe that any nursery stock, including field-grown florists' stock, trees, shrubs, plants, vines, cuttings, grafts, scions, buds, pits, or seeds of fruit and ornamental trees and shrubs grown within the United States, are infested with injurious insects or diseases new to the United States and likely to become subjects of interstate commerce, the Secretary of Agriculture shall cause the same to be inspected by a qualified expert, and, if need be, the trees or plants found infested shall be placed under quarantine until such infestation is removed.

Sec. 6. That it shall be unlawful for any person, persons, or corporation to deliver to any other person, persons or corporation, or to the postal service of the United States (except for scientific purposes, and by permission of the Secretary of Agriculture) for transportation from one State or Territory or the District of Columbia to any other State or Territory or the District of Columbia, or for exportation to any foreign country, any trees, plants, shrubs, vines, or other nursery stock which are under quarantine in accordance with the provisions of section five of this act. Any person, persons, firm, or corporation who shall in any way violate the provisions of this act, shall be deemed guilty of a misdemeanor, and on a conviction thereof shall be punished by a fine not to exceed five hundred dollars nor less than two hundred dollars or by imprisonment not to exceed one year, or both, at the discretion of the court.

Sec. 7. That the rules and regulations herein provided for shall be promulgated on or before the first day of June each year.

Sec. 8. That the sum of ..... dollars, to be available on the ..... day of ....., nineteen hundred and ....., or so much thereof as may be necessary, is hereby appropriated, out of any moneys in the Treasury of the United States not otherwise appropriated, to carry into effect the provisions of this act.

Sec. 9. That this act shall take effect on and after the ..... day of ....., nineteen hundred, ....

Sec. 10. That the provisions of this act shall not prevent the inspection of any nursery stock or other described articles by the authorized inspector of any State or Territory, at the final point of destination in accordance with the laws of such State or Territory.

In explanation I would say that the bill introduced in the last Congress provided for the inspection of all foreign nursery stock at ports of entry, and for the inspection of growing nursery stock in the United States which might be infected or be under suspicion of being infected by insects or diseases new to the United States, and providing for the issuance of certificates on such nursery stock after it had been inspected or treated if infestation was found to exist. The proposed bill provides for the inspection of all foreign nursery stock at destination on the premises of the consignee or owner, and for the inspection and treatment of growing nursery stock if it is found to be infected or suspected of infection of diseases new to the United States, but the new bill does not provide for any federal certificates to be attached to shipments, as it is not proposed by the federal bill to inspect all nursery stock, but simply such as might be

infected with new diseases or insects, and consequently your committee cannot see where it would be possible to arrange the matter of certificates to cover such a class of nursery stock, and without conflicting with the general line of growing nursery stock, which it is not expected to inspect by the federal department.

Further discussion on this matter will no doubt be necessary, and it will probably be necessary to agree on some sort of a bill before the next convention of this association, so that your committee would recommend that the Legislative Committee for next year be given full power and authority to act on this subject in general conformity to the lines of the proposed bill. This association may well congratulate itself that the bill introduced during the last session was not passed. Had it been enacted it would have meant serious damage to the nursery interests of the country, for it does not seem possible that any adequate means could have been devised to satisfactorily inspect and repack at ports of entry, the enormous quantity of foreign nursery stock entering this country. It would have meant damage to the stock, it would have meant serious delay in their arrival at destination, and was altogether a bad proposition for every member of this association and every other nurseryman in the country. The proposed bill provides for inspection of all foreign nursery stock at final destination on the premises of the owner. To that there can be no valid objection. Such inspection is now being done in New York, Pennsylvania, Ohio and other states, and without any serious inconvenience or damage to the goods. It is probable that some federal legislation will be enacted, and if that is the case, it will be well for this association to join in the discussion of proposed legislation, and do what it can to shape up a law that will be practical and easily administered.

Your chairman has also investigated a bill passed at the last session of the Legislature of the State of Maine, and does not find that it contains very much of interest, or much of detriment, to members of this association. It provides that all nursery stock shipped into the state shall bear on each package a certificate of inspection, that on arrival the state inspectors may inspect if they so desire, and further that "all agents or other parties except growers, who desire to sell nursery stock, shall make application for agent's license, and shall file with the State Entomologist the names and addresses of nurseries or parties from which they purchase their stock. On receipt of such application the State Entomologist shall issue a license valid for one year," etc. No license fee is demanded, and although it is a question from the wording of the act whether it applies to canvassing salesmen or simply to dealers, there is no particular objection to the license feature. Your chairman has asked for a copy of the rules and regulations of the Maine department, but as yet they have not been received.

At the request of a number of western nurserymen, your chairman secured from the attorneys of the association, Messrs. McGuire & Wood, of Rochester, N. Y., an opinion as to the validity of the Montana law, and our attorneys' opinion was in substance that the law was valid, and could not be easily and successfully attacked. This opinion was secured at the request of western nurserymen who were

willing to stand one-half of the expense in the matter, and all the papers and information have been referred to the Western Nurserymen's Committee.

The Oklahoma Law.—Your chairman had considerable correspondence with a number of western nurserymen interested largely in Oklahoma business, and principally with Mr. E. P. Bernardin of Parsons, Kansas, chairman of the Western Committee. That committee, I believe, ascertained that no new legislation would be enacted in Oklahoma during the past winter, but that the state board having charge of such matters would give them a hearing and discuss with them the rules and regulations formulated by the state board, and it was expected that all matters would be gotten in satisfactory shape. Your chairman has had no formal report from Mr. Bernardin, but perhaps he is prepared to report at this meeting.

Your chairman also had some correspondence with a number of western people in regard to a bill introduced in the Legislature of the State of Wisconsin, which contained all kinds of foolish, unreasonable, and illegal propositions. The matter was looked after principally by Mr. T. J. Ferguson, of Wauwatosa, Wis., and your chairman was advised by Mr. Ferguson in March that it was not likely that anything would be done with the measure, and I believe that is its present status.

Your chairman has had some correspondence relative to the laws in Pennsylvania, which provide that all nursery stock entering the state must be fumigated and that before shipment the outside nurserymen must file with the Pennsylvania Department an affidavit which in substance obligates him to fumigate all nursery stock shipped into the State of Pennsylvania according to the prescribed formulas. In the opinion of the attorneys of our association the law is invalid, and unconstitutional, as an attempted regulation of interstate commerce. Your chairman has endeavored to arrange a test case with the Pennsylvania authorities, but they declined to fight. Some nurserymen have executed the required affidavit and some have not done so, and I am not informed that any nurseryman failing to file the affidavit has gotten into trouble.

Your chairman had some correspondence with parties in North Dakota relative to a bill introduced in their Legislature which contained some objectionable provisions, and considered the bill, and made some suggestions to the North Dakota people as to its unconstitutional and unreasonable provisions, and was informed in March that the bill was smothered in committee, and consequently nothing would be done on that line for the next two years.

In the State of New York your chairman in connection with a committee of the Eastern Nurserymen's Association was called to Albany to confer with the Commissioner of Agriculture, and representatives of the Fruit Growers, relative to certain changes in the laws of New York affecting the nursery interests, and I am glad to report that such changes as were made, were agreeable to all the interests involved. The changes were on the lines of strengthening the hands of the department in connection with the inspection of foreign nursery stock, and the most important change in the law was the one removing the requirement of fumigation of

nursery stock from other states. As the law now stands nursery stock can be shipped into New York State without fumigation, but is subject to inspection by the Department of Agriculture after its arrival within the state. The New York law is one which might well be copied by other states of the Union.

California.—During April your chairman received a letter from one of the members of this association residing at Rochester, N. Y., stating that a short time previous he had shipped a few peach trees to a California customer, and had been unable to get them delivered. A regular inspection certificate was attached, and also a certificate of fumigation, but notwithstanding that the California authorities, acting through the transportation companies, would not permit delivery, and it seems that under their rules and regulations it would be practically impossible for many of our nurserymen to ship peaches into that state. In sending on this correspondence the member suggested that it might be well for the committee to secure a legal opinion, but I told him in reply that the shipping season was then at its close, the meeting of the association was near at hand, and that it would probably be better to report the matter to the association and ask for instructions. Should the association feel interested and desire to have the matter taken up, it should be referred to the Committee on Legislation for next year with instructions.

State of Wyoming.—Your chairman had some correspondence with western nurserymen represented by Mr. E. S. Welch of Shenandoah, Ia., relative to testing the law of that state, and with the understanding I believe that the expense would be shared by some of the western people interested largely in Wyoming trade. I believe the matter was discussed at the convention of the Western Wholesale Association, and in March Mr. Welch advised me that it was thought advisable to defer action and discuss the matter at this convention. In the opinion of our attorneys the Wyoming law has some unconstitutional provisions which might be successfully attacked, and it is for this association to decide whether any further action should be taken.

In view of the fact that these matters of legislation often arise unexpectedly, and that consequently prompt action is necessary, your chairman would respectfully suggest that authority should be given to the Executive Committee so that it may authorize the Committee on Legislation to act on such matters without waiting for direct authority from the association, provided always of course that there are sufficient funds in the treasury to cover expenses. It may be deemed advisable to take further action in relation to the laws of Oklahoma, Wyoming and Pennsylvania, and it is believed that the Executive Committee should have power to decide whether action should be taken, unless the association at this meeting wishes to authorize action by the new Legislative Committee.

C. W. Kavan, who recently purchased the Arrowhead Nursery Company, of San Bernardino, Cal., has effected a transformation in the nursery. The yard has been cleared up and placed under cultivation and will be used for nursery stock and to grow plants and shrubs.

### Report of National Council of Horticulture Committee

Mr. Maloy: Owing to a misunderstanding last year, the money appropriated was not available for the press service bureau of the National Council, and the committee did not do anything. We have no further report to make. The money is still on hand.

The President: Any recommendations about the future?

Mr. Maloy: Well, I have been chairman of that committee for two years, and I always thought the press service bureau would be a good thing, because they reach more of the public than the horticultural journals do. That is, the articles appear in the daily papers which circulate and reach the great majority of the public which are not reached by agricultural or horticultural journals, for that reason I thought it was a good thing, but the results last year did not show that, so we did not do anything.

The President: I think this is rather an important matter. It seems to me there is an opportunity to do a great deal of advertising at very little expense.

### Exhibits Committee

June 10, 1909.

Mr. President and Members of the American Association of Nurserymen:

I have the honor to present to you my report as chairman of the Exhibition Committee. Same simply being a list of the exhibitors and an outline of what each exhibited:

American Fruits Publishing Co., Rochester, N. Y.—Sample copies of American Fruits.

P. J. Berekmans Co., Augusta, Ga.—Assortment of evergreens in tubs, including biotas, azaleas, etc.

C. Betscher, Canal Dover, O.—Large collection of paeonia flowers in many varieties.

E. C. Brown Co., Rochester, N. Y.—Two horse power nursery stock sprayer, nozzles and small spray pumps.

M. Brunswick & Co., Rochester, N. Y.—Hand-painted, lithographed and colored photograph plates of trees, shrubs, flowers, fruits, etc. Also bindings, maps, etc.

The Benj. Chase Co., Derry Village, N. H.—Tree labels, plain, painted, printed and wired.

John Charlton & Sons, Rochester, N. Y.—Collection of paeonies in a large assortment of varieties: Rhubarb "State Monarch," "Perfection" and "Hawk's Champagne."

Chase Nursery Co., Huntsville, Ala.—Nurserymen's supplies, such as budding and pruning knives, pruning shears, "Mattie Mule Mittens" and tree calipers, "Dig Eazy" hoe, fruit trees and tree Althaea.

Clark Nursery Co., Rochester, N. Y.—North Carolina natural peach seed.

Clinton Falls Nursery Co., Owatonna, Minn.—Soil firmer and opener for planting cuttings and grafts.

Dayton Fruit Tree Label Co., Dayton, O.—Wooden tree labels, plain, painted and printed. Pot label, etc.

L. F. Dintelmann, Belleville, Ill.—Tree baler.

Ellwanger & Barry, Rochester, N. Y.—Collection of Japanese maples and evergreens, in tubs.

The Fruit Grower, St. Joseph, Mo.—Copies of the Fruit Grower and other printed matter.

Nathan R. Graves, Rochester, N. Y.—Photographs of horticultural subjects.

J. G. Harrison & Sons, Berlin, Md.—Evergreens in tubs, and an assortment of fruit trees.

Hickory Seed Co., Hickory, N. C.—Natural peach seed and cow peas.

D. Hill, Dundee, Ill.—Evergreens and evergreen seedlings.

Horticultural Publishing Co., Boston, Mass.—Sample copies of Horticulture.

Jackson & Perkins Co., Newark, N. Y.—Samples of tree hydrangea, clematis and roses.

Paul C. Koeber Co., New York, N. Y.—Samples of nursery plates.

J. Frederiek Lee, Rochester, N. Y.—Samples of colored plates and leather goods.

The MacMillan Co., New York, N. Y.—Copies of Bailey's Cyclopaedia of Agriculture, four volumes; and of Bailey's Cyclopaedia of Horticulture, four volumes.

The McFarland Organization, Harrisburg, Pa.—Samples of catalogues, photographs, colored plates and other "selling literature."

B. G. Pratt Co., New York, N. Y.—Samples of scalecides.

McHutchison & Co., New York, N. Y.—Samples of "Red Star," "Arrow" and other brands of raffia.

J. W. McNary, Dayton, O.—Samples of hydrangea arborescens grandiflora in bloom in tubs.

Thomas Meehan & Sons, Inc., Dresher, Pa.—Stout 15 feet bamboo poles, used for staking trees, "Handy" and "Handy, Jr." tree calipers, colored plates of "Meehan's Mallow Marvel," bale of "Red Star" brand raffia.

National Fruit Grower, St. Joseph, Mich.—Copies of the National Fruit Grower.

National Nurseryman Publishing Co., Rochester, N. Y.—Sample copies of National Nurseryman.

Niagara Sprayer Co., Middleport, N. Y.—Nursery sprayer and greenhouse sprayer.

The Ohio Nursery & Supply Co., Elyria, O.—Samples of printed paper labels.

Perfection Planter Co., Carleton, Mich.—Peach pit planter.

Rochester Lithographing Co., Rochester, N. Y.—Plates and plate books.

Vincennes Nurseries, Vincennes, Ind.—Samples of cherry trees.

J. Schuler, Cleveland, O.—Spray fluid, "Apterite," "Soil Fumigant."

Stecher Lithographie Co., Rochester, N. Y.—Colored plates, catalogues, etc.

G. C. Stone, Dansville, N. Y.—Willow and twine knotting machine.

Vredenburg & Co., Inc., Rochester, N. Y.—Colored plates, catalogues and general advertising matter.

Webster & Albee, Rochester, N. Y.—Colored photograph plates.

White's Class Advertising, Chicago, Ill.—Advertising matter.

C. M. Hooker & Sons, Rochester, N. Y.—Plants of "Perfection Currant" in tubs, also fruit of same in alcohol.

L. J. Farmer, Pulaski, N. Y.—Plants of "Norwood" Strawberry.

Respectfully submitted,

THOS. B. MEEHAN, Chairman.  
CHARLES J. MALOY.

### Report of Publicity Committee

Mr. J. M. Irvine: I do not see why the Publicity Committee should ever make a report. All the Publicity Committee has done this year or in any year that I have been chairman—and I have been chairman two years in succession—is to send out matters regarding the meeting. It has been primarily to advertise the meeting among the horticultural papers—by that I do not mean the trade papers—of course they will get their own stuff—but it has just occurred to me that at this time the new Publicity Committee might very well send out a very good story about the action taken here this morning in regard to the federal inspection of imported stocks. It would, as Mr. Pitkin, I believe, suggested, place the nurserymen in the correct attitude, and it is none too early to begin to create public sentiment, so that thing, if it comes up at the next session of Congress, will be properly understood. I think the growers throughout the country need to know that the nurserymen are taking the initiative here in protecting them against imported pests. Aside from that I do not know that the Publicity Committee has much to do. It has simply given out to the general public whatever information might best serve the general purposes of this organization, and of course, one of the purposes was to advertise this meeting, and I now wish to say for the agricultural and horticultural papers of the country, that they have been very good indeed in giving their space to this meeting, which is primarily a little out of their line, they have been very glad to call attention to this meeting.

### Report of Committee on Co-operation With Entomologists

Mr. Harrison: I have no written report. I simply want to say that we have co-operated, about what has been done with the chairmen of other committees of similar kind. I think the report Mr. Pitkin gave covers the whole thing. It is essential, however, for the nurserymen to co-operate with the Entomologists, and I believe they are trying to do it, but for the past year it has been a rather uncertain condition. You remember how matters were a year ago, and I corresponded with the secretary of the Entomologists, he represented the Entomologists in Baltimore, and he said there was nothing that would come up before their committee that would be necessary for me to attend, therefore I made no expenditure during that year as chairman of your committee. The expense account turned in this year was for last year's work. I believe the Entomologists are willing to help, and I believe it is essential for the nurserymen of this country to co-operate with the Entomologists in the best interests of the nurserymen and orchardists, too. I believe there is a better feeling, and I think much has been accomplished through the work that has been done during the past year by inviting those men here a year ago, and more than that, our own experience in inspecting nursery stock last winter, quarantining especially, and we had several carloads come in at one time; I notified them of the shipments, they came over and satisfied themselves. I believe it is impossible to inspect nursery stock, especially in quarantine taken from the docks, inspect, repack and plant it in. I think

I thoroughly convinced them, and every man says, take the whole thing, see what you do. There were four or five carloads started in; they came back and said, "I think you are about right. I think this talk about inspecting nursery stock at the port of entry is something that has to be worked out; there has to be a practical demonstration, showing those men what we can do, that is the best thing for them."

I have no report to make, other than I believe we have gained some points by asking those men to co-operate with us.

#### Those Who Attended the Convention

##### ALABAMA.

W. F. Heikes, Herbert Chase, H. B. Chase, R. C. Chase, James W. Fraser, Huntsville.

##### CONNECTICUT.

Paul M. Hubbard, Bristol; W. W. Hunt, C. R. Burr, Hartford; Edward Kellogg, W. S. Clark, Stephen Hoyt, New Canaan; W. W. McCartney, New Haven; John R. Barnes and wife, Yalesville.

##### GEORGIA.

L. A. Berckmans, Augusta; J. C. Miller and wife, Rome.

##### ILLINOIS.

J. A. Young, Aurora; A. S. Halstead, L. F. Dintelmann, Belleville; William Saddler and wife, B. J. Vandervort, Mrs. T. Saddler, Bloomington; E. E. Rogers, H. C. Gillespie, Frank B. White and wife, C. L. Leesley, E. E. Marks, A. E. Nelson, Frank Kadlec, wife and daughter, Miss Emma Jacobson, A. G. Gyllenhaal, American Florist, Chicago; V. D. Hill, Dundee; George Winter, La Salle; Z. C. Smith and wife, Maywood; Frank W. Custer and wife, Normal; F. C. Shepherd, Jr., Joliet; George E. Galeener, Vienna; Guy A. Bryant, Princeton.

##### INDIANA.

E. Y. Teas, Centerville; C. M. Hobbs, O. A. Hobbs, Fred Hobbs, Harry M. Hobbs, Bridgeport; E. A. Henby and wife, Greenfield; E. G. Hill, Richmond; A. B. Cunningham, Rising Sun; Harry Haas, Terre Haute; H. D. Simpson, W. C. Reed, wife and son, Vincennes; H. E. Jackman and son, Waterloo.

##### IOWA.

C. G. Patten and son, E. N. Sherman, Charles City; F. W. Meneray, Council Bluffs; J. W. Hill, C. L. Watrous, E. D. Needham, Des Moines; D. S. Lake, A. F. Lake, R. D. Lake, J. H. Wallace, E. S. Welch, wife and daughter, Shenandoah.

##### KANSAS.

W. T. Gough and wife, Abilene; C. W. Carmon, A. C. Griesa, T. E. Griesa, E. H. Balco, Lawrence; F. H. Stannard and wife, Ottawa; George W. Holsinger, Rosedale; J. H. Skinner, E. R. Taylor and wife, R. E. Skinner, wife and daughter, Topeka.

##### KENTUCKY.

H. F. Hillenmeyer, Lexington.

##### MARYLAND.

Joseph Davis, Howard Davis, R. A. Wickersham, Baltimore; Orlando Harrison, Henry Long Harrison, Anthony Purnell, Berlin; R. C. Peters, Ironshire; Chas. M. Peters, Salesburg; J. E. Stoner and wife, Westminster.

##### MASSACHUSETTS.

A. E. Robinson, Bedford; William J. Stewart, Boston; H. P. Kelsey, Salem; Henry S. Dawson, Jamaica Plain; Julius Heurlin, South Braintree.

##### MICHIGAN.

John Spielman, Adrian; Harry C. Hamilton, Bangor; C. A. D. Baldwin, Bridgeman; F. E. Ramine, Carlton; George W.

Grant, Colomo; W. W. Essig, Detroit; C. A. Krill, O. J. Richardson, Kalamazoo; W. F. Ilgenfritz, F. L. Ilgenfritz, T. E. Ilgenfritz, Charles A. Ilgenfritz and wife, Charles E. Greening, B. J. Greening, T. I. Ilgenfritz, Monroe; J. A. Nelson and son, G. E. Prater, Jr., Paw Paw; G. K. Pixley, St. Joseph; D. Knight and son, Sawyer; J. J. Dunham, Enos W. Dunham, Stevensville.

##### MINNESOTA.

E. A. Smith, Lake City; Clinton Falls Nursery Co., Owatonna; E. W. Reid and wife, St. Paul.

##### MISSISSIPPI.

S. W. Crowell, Rich.

##### MISSOURI.

Geo. H. Johnston, Kansas City; W. P. Stark and son, E. M. Wilson, Louisiana; R. J. Bagley and son, New Haven; F. A. Weber, Nursery; Charles Work, W. G. Campbell, James M. Irvine, St. Joseph; J. W. Schuette, St. Louis.

##### MONTANA.

D. J. Tighe, Billings; W. E. McMurtry, Hamilton.

##### NEBRASKA.

George A. Marshall, V. V. Marshall, Arlington; D. Hanson, Fairbury; G. L. Welch and wife, Fremont; Peter Youngers, A. J. Brown, Geneva; W. A. Harrison, York.

##### NEW HAMPSHIRE.

John C. Chase, Derry.

##### NEW JERSEY.

Hiram T. Jones, E. Runyan, Elizabeth; North Jersey Nurseries, Newark; Samuel E. Blair, Nutley; C. A. Bennett, Robbinsville; William Flemer, Springfield; P. Ouwkerk, Weehawken; H. J. Steinhoff, W. Hoboken; Perth Amboy Chemical Works, Perth Amboy.

##### NEW YORK.

N. Bogue, Batavia; H. W. Rice & Co., Buffalo; Edwin Bell, Castleton-on-Hudson; H. S. Wiley & Son, Cayuga; Edward Bacon, F. M. Hartman, W. H. Hartman and wife, Kelly Bros., H. R. McNair & Son, C. W. McNair, Maloney Bros. & Wells, Thomas Reilly, G. C. Stone, George A. Sweet & Son, N. W. Uhl, Dansville; N. G. & J. T. Merritt, Dunkirk; W. J. Boyd, East Penfield; H. E. Turner, Flushing; J. H. Foster, R. B. Griffith, wife and daughter, W. L. Hart and sister, Geo. S. Josselyn and wife, Lewis Roesch & Son, F. E. Schifferli, L. I. Young, Fredonia; Thos. C. Carson, R. G. Chase & Co., Geneva Nursery Co., D. H. Henry, M. S. Kelleher, J. R. McDonnell, H. E. Merrell, Rice Bros. Co., Theodore Smith, Geneva; J. S. Cooley, P. H. Dougherty and wife, Mrs. E. V. Martin, Mrs. C. F. Stone, Groveland; John Craig and wife, Ithaca; D. T. McCarthy & Sons, Lockport; Niagara Sprayer Co., Middleport; J. Meerkam Van Emdden, Mt. Vernon; Wm. C. Moore & Co., C. H. Perkins, Geo. C. Perkins, J. M. Pitkin and wife, John Watson, G. W. Williams, Newark; Charles Cannon, A. L. Causse, H. Frank Darrow, George E. Dickinson, D. Kaufman, C. B. Knickman, MacMillan Co., James McHutehison, B. G. Pratt, Winifried Roelker, J. E. Roelker, William W. Rich, William Satter, Suburban Life, S. H. Tugwell, B. Von Herff, New York City; Eugene Willett, A. R. Wheelock, North Collins; H. M. Johnson, Palmyra; M. F. Tiger and wife, Vernon S. Tiger, Patchogue; George Bros., Penfield; A. D. Pratt, Pittsford; L. J. Farmer and wife, Pulaski; B. F. Allen, American Fruits, E. J. Bowden, C. J. Brown, John Charlton, J. M. Charlton, Chas. J. Chism, Chase Bros. Co.,

J. P. Clark, M. B. Fox, Genesee Valley Nurseries, F. E. Grover, E. P. Gould, N. R. Graves, C. H. Hawks, L. W. Hall & Co., C. G. Hooker, Hooker, Wyman & Co., R. D. Luetchford, J. F. LeClare, C. J. Maloy, T. G. Moulson, James S. McGlennon, A. A. Mosher, E. S. Osborne, George W. Olver, Phillips Nursery Co., Irving Rouse, Beekmans Rouse, Charles G. Schoener, Stecher Litho. Co., C. W. Vredenburg, P. F. Williams, W. F. Webb, Webster & Albee, Western New York Nursery Co., Allen L. Wood, C. L. Yates, Rochester; Miner & Miner, Lake View Nursery Co., Sheridan; Kemp & Burpee Mfg. Co., O. D. Green, Syracuse; F. A. Guernsey, Schoharie; H. M. Billings, Webster; Frank C. Hoag, W. Cocksackie; M. C. Roberts, Wolcott.

##### NORTH CAROLINA.

Geo. W. Jones, Bostie; W. J. Shuford, Hickory; J. Y. Killian, Newton; J. Van Lindley, Pomona.

##### NORTH DAKOTA.

Oscar H. Wild, Bismarck.

##### OHIO.

W. T. Mitchell, Beverly; C. Betscher, Canal Dover; W. N. Scarff, New Carlisle; J. J. Barnes, Cincinnati; J. Schuler, Cleveland; J. W. McNary, John Siebenthaler, R. C. Stoehr, Dayton; W. P. Bates and wife, Elyria; Charles Ernst and wife, Moscow; A. F. Bernard, F. F. Bernard, W. B. Cole, Robert George, J. J. Harrison, W. C. Harrison, H. Kohankie & Son, Martin Kohankie, J. H. Dayton, Painesville; Thomas A. McBeth, Springfield; F. D. Green, T. B. West, Perry; W. S. Bohlender, Tippecanoe City; The Farmers Nursery Co., Troy; C. L. Whitney and wife, Warren; J. Jenkins & Son, Winona; M. A. Gaines and wife, Xenia; M. L. Carr's Sons, Yellow Springs.

##### OKLAHOMA.

J. A. Lopeman, Enid.

##### OREGON.

S. A. Miller, Milton.

##### PENNSYLVANIA.

Thos. B. Meehan, Dresher; O. P. Beckley, J. Horace McFarland, Jefferson Thomas, Harrisburg; E. Hemsing, S. Mendelson Meehan, Germantown; Abner Hoopes, George Achelis, West Chester; Henry T. Moon, Wm. H. Moon, Samuel C. Moon, Morrisville.

##### SOUTH DAKOTA.

George H. Whiting and wife, Yankton.

##### TENNESSEE.

A. I. Smith, G. M. Bentley, Knoxville; Miss Flora Morton, Hugh Morton and wife, Winchester.

##### TEXAS.

J. B. Baker, Fort Worth; H. E. Hall, C. C. Mayhew, J. R. Mayhew, Sherman.

##### VIRGINIA.

W. T. Hood, Richmond; C. D. Wenger, Dayton; W. M. Wood and wife, Bristol.

##### UTAH.

P. A. Dix, Roy; W. M. Grisinger, Salt Lake City.

##### WISCONSIN.

A. W. Brown, wife and daughter, Oconomowoc; R. J. Coe, D. C. Converse, Fort Atkinson; F. N. Ferguson, Wauwatosa; T. J. Ferguson, Milwaukee.

##### CANADA.

M. Milgan, Bright; E. C. Morris, D. Z. Morris, Brown's Nurseries; James McGlennon, Colborne; Morris & Wellington, Fonthill; B. W. Secord, Pelham Corners; C. N. F. Carpenter, Winona.

##### FOREIGN.

E. T. Dickinson, Chatenay, France; Van Heiningen Bros. & Co., Boskoop, Holland; Jac Smits, Naarden, Holland.

## AMERICAN FRUITS

An international monthly Nursery Trade Journal circulating throughout the United States and Canada and in foreign countries.

PUBLISHED BY THE

**American Fruits Publishing Company**

16 State Street, Rochester, N. Y.

H. C. GOODWIN,  
Editor and Manager

E. J. SEAGER,  
Treasurer

Chief International Publication of the Kind

### SUBSCRIPTION RATES

One year, in advance, - - -	\$1.00
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Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to date of publication.

Drafts on New York, or postal orders, instead of checks are requested.

Correspondence from all points and articles of all kinds, of interest to the Nursery Trade, and allied topics are solicited.

Rochester, N. Y., July, 1909.

### TO OUR FRIENDS

We might properly take up a lot of space in making editorial comment on the convention, but we feel as though it were better to let those who were not present read about what happened and permit them to draw their own conclusions. Those who attended the convention know what happened.

We have received many compliments on our convention number, and many letters commenting on our offer to give advertising to the firms making the best displays. At the request of the editor, Irving Rouse, W. P. Stark and Henry B. Chase looked over the exhibits and made the following awards:

Best display of fruit tree stocks—J. G. Harrison & Sons, Berlin, Md.

Best display of small fruits—Jackson & Perkins Co., Newark, N. Y.

Best display of labor saving machinery—Clinton Falls Nursery Co., Owatonna, Minn.

Best display of Ornamentals—The displays of P. J. Berckmans Co., Augusta, Ga., and D. Hill, Dundee, Ill.

Under the terms of the offer the first three are each entitled to a page of advertising. The Berckmans Co. and Mr. Hill will each receive half a page.

The exhibits this year were unusually good. If this offer in any way assisted in bringing out displays, American Fruits is satisfied.

Here is hoping that each and every nurseryman in the country may have the best, the happiest, the most prosperous year in the history of his business.

*Every Issue of American Fruits Contains Information that is of Value to Every Nurseryman.*

### Eugene W. Stark

Nurserymen throughout the country will be shocked to learn that Judge Eugene W. Stark (as he is known to those who have met him at conventions of the American Association), of the Stark Bros. Company, Louisiana, Mo., died suddenly June 15th. We give below the obituary sketch appearing in a paper published at Louisiana which shows the esteem in which he was held by those who knew him best:

"Senator Stark died suddenly Tuesday afternoon, June 15th, at 4:30 o'clock at the Jewish Hospital in St. Louis following an operation by Dr. Herman Tuholske for the removal of gall stones.



Eugene W. Stark

"He had been in poor health for some months and many of his friends had come to regard his condition as serious. Two months ago he submitted to an examination by Dr. Tuholske who then advised an operation. But Senator Stark did not then consider an operation necessary, and besides insisted that he must finish the session of the legislature. Though it was his first term in the Senate his popularity, his ability and integrity had forced him to the front and he was performing a conspicuous part in legislation.

"While he remained in his seat at Jefferson City his health continued to decline. Upon his return home the improvement which he expected did not begin and he continued to lose flesh and strength. When he returned from Columbia where he went June 6th to attend the wedding of his nephew, T. G. Stark, he realized that he could not longer continue without seeking relief in an operation.

"But he did not seem to regard the operation as at all likely to result fatally. It is now recalled by those intimate with him that to only one person did he express any idea but that he would return sound and well and that was to his little son, Edwin. He left home last Sunday morning on an early train accompanied by his wife. Monday he laid in a supply of books to read while recovering from the operation and also secured a number of post cards to send to his friends as soon as he should be permitted to write.

"He was taken to the operating ward of the hospital at 9:30 Tuesday morning and the surgeon finished at 11:15. His

brother, J. O. Stark, and his wife both saw him after the operation and he was suffering from thirst which is usual as a patient recovers from the effect of ether. They were led to believe that he was getting along well and wired relatives here to that effect. He continued to suffer from thirst and about 4:30 raised himself in bed on his elbow and asked his nurse for a glass of water. It is said that she turned to procure water with which to moisten his lips, it being against the rules to permit a drink of water just after an operation, and when she returned again to his bed he was gasping in death. The end came so suddenly that it was impossible to summon his wife and brother to his side before he died. The news of his death caused a shock like a thunder clap out of a clear sky.

"Senator Stark was without question the most popular man in Louisiana. He possessed that rare quality of being able to compel the love of his fellows without effort.

"The expression, 'We have lost our best citizen,' was heard by the writer at least one hundred times yesterday.

"Senator Stark was in his forty-fourth year. He was a native of Pike county, a son of the late Thornton Stark and wife. His mother, Mrs. Louisa Stark survives him. Two brothers survive, J. Ovid and Homer.

"Senator Stark was married to Miss Annie Withrow of Troy, who survives him together with three sons, Tom, Lawrence and Edwin.

"Senator Stark was secretary of the Stark Brothers Nursery Co., of which he owned one-tenth of the stock. He had been one of the main spokes in this big wheel for a dozen years and it will be hard to fill his place in business. He had been successful financially and leaves his family well provided for.

"A sense of bereavement and sentiments of grief on this occasion crowd the mind so that adequate expression is impossible."

### Favors Nurserymen

Rochester, N. Y., June 24, 1909.

American Fruits Publishing Co.:

Gentlemen—A telegram received recently from Washington informs me that the Finance Committee has adopted our amendment without change and it has formally passed on the floor of the Senate.

This will give us exactly what we asked for unless changes are made in conference which is very unlikely.

Yours truly,

IRVING ROUSE.

The amendment desired is as follows:

"Stocks, cuttings or seedlings of Myrobalan, Plum, Mahaleb and Mazzard Cherry, Manetti, Multiflora and Brier Rose, three years old or less, one dollar per thousand plants. Stocks, cuttings or seedlings of Pear, Apple, Quince, St. Julien Plum and Evergreen Seedlings three years old or less, two dollars per thousand plants. Rose plants budded, grafted or grown on their own roots, four cents each. Stocks, cuttings and seedlings of all fruit and ornamental trees deciduous and evergreen, shrubs and vines, and all trees, shrubs, plants and vines, commonly known as nursery or greenhouse stock, not specially provided for in this section, twenty-five per cent. ad valorem."

## Visit to Jackson & Perkins Co.'s Nurseries

### The Convention Dessert

After "tripping" about the city, seeing the sights, and attending the sessions, the delegates and their ladies had the real treat given them in the excursion to the Jackson & Perkins Nurseries, located at Lyons and Newark. Two hundred and fifty people were the guests of the firm. The party went from Rochester in a special train of fine vestibuled coaches, in charge of J. C. Kalbfleisch, city passenger

purposes as was well demonstrated in the luxuriant green and healthy vigor of everything so early in the season. Two features of the nursery row were the Golden Syringa and the Clematis.

Late in the afternoon the party, with aching eyes and brain full, were escorted to the Gardenier Hotel and served a complete and tempting meal, to which the tired nurserymen did justice. Everything from the time the party left Rochester until

Oregon—S. A. Miller.  
Oklahoma—J. A. Lopeman.  
Pennsylvania—William H. Moon.  
South Dakota—George H. Whiting.  
North Dakota—Oscar H. Will.  
Tennessee—E. W. Chattin.  
Texas—J. R. Mayhew.  
Virginia—W. T. Hood.  
Wisconsin—T. J. Ferguson.  
Mississippi—S. W. Crowell.  
Utah—P. A. Dix.



Delegates at Jackson & Perkins Company's Nurseries

agent of the New York Central. The train went first to Lyons where the company have 600 acres, 250 of which is covered with fruit stock, the remaining acres are being cleared and prepared for planting later. At the station were wagons, carryalls, carriages, omnibuses, and other vehicles to carry the party on the long drive through the nursery. Returning to Newark the party were again met at the train with conveyances to take them to the ornamental stock grounds. There is 300 acres here, and all but 15 are planted to ornamentals. Pretty? Well! The exclamations of the members of the party, and the scrambling off and on rigs, signified the fact that there were many pretty and interesting things to be seen. Comment on the cleanliness of the nursery rows was heard, and remarks like this, for instance: "Well, we know now where to get stock we can depend on." Really, the J. & P. motto might be, "Some give quantity, some give quality, but we give both." After the trip over the broad acres, a visit was paid the storage and packing sheds, and other appurtenances of a modern nursery business. Not only were enterprise and thorough business methods evident on every side, but all were impressed with the adaptability of this section for nursery

they returned was done as everyone expected from such eminent nurserymen.

Just before boarding the train at Newark for the return to Rochester, appropriate enthusiastic thanks for the occasion were vociferously voiced the firm of Jackson & Perkins.

### Vice-Presidents

Alabama—W. F. Heikes.  
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Missouri—George S. Johnson.  
Nebraska—George A. Marshall.  
New Hampshire—John C. Chase.  
New Jersey—S. E. Blair.  
New York—William Pitkin.  
North Carolina—J. Van Lindley.  
Ohio—J. H. Dayton.

### Texas Nurserymen.

The tenth annual session of the Texas Nurserymen's Association is to be held at College Station, Tex., July 28th and 29th.

The meeting may be held jointly with the State Horticultural Society and the Texas Nut Growers' Association in the Assembly Hall of A. & M. College. It is desirable to have at least one session of nurserymen only. All nurserymen in good standing in Texas, Oklahoma, Arkansas and Louisiana are solicited to become members of this association, also to attend this annual convention whether members or not.

This association is doing a great work for the nurserymen of this section and could do more with your full support and co-operation. Are you willing to receive these general benefits and not help bear the burden? We ask you nurserymen to join this at once. Membership fee is \$2.00 annually. Send your name and the amount to the secretary at once and by this means you will not only help to guard and build up the nursery interests, but will get good to yourself by the meeting and be receiving the reports of the proceedings as they are mailed out.

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All Old and New Varieties.  
Immense stock warranted true. Quality  
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EARLY. An extra fine stock and full as-  
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GOOSEBERRIES, also BLACKBERRY ROOT  
CUTTING PLANTS. Catalogue and Price  
List Free.

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Of All Kinds for  
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New Trade Sheet and Scion List just out.  
Write for them.

We have a Large Stock and can Ship Promptly.  
Nurseries at Carrollton and Jerseyville, Ill.

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**Wanted** at Central Nurseries. A good successful  
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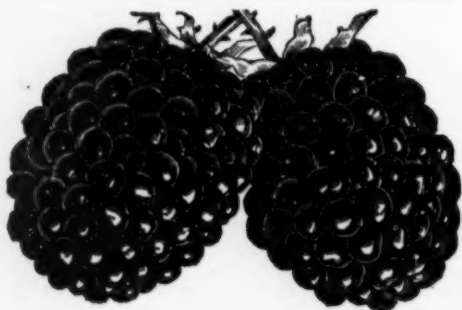
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I desire to make a permanent  
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either to take full charge of the  
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capable of making a success of it. I am not looking for a snap or  
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iveness and perseverance, and prefer to work on salary and com-  
mission. I have twelve years experience in having full charge of a  
catalogue house, both growing and selling. Life time at the Nursery  
business. Prefer to locate in Eastern or Middle States. Thirty-one  
years of age, married. Address CATALOGUE this office.

### Satsuma Orange Trees

For the next season should be ordered  
now. We have them and others.  
Catalog free.

ALVIN JAPANESE NURSERIES  
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### Everything in Small Fruit Plants

ASK FOR PRICE LIST

W. N. Scarff, New Carlisle, O.

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### Cherry Trees

1 and 2 years old.

The best the market affords.

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Increase in Acreage and Varieties

We make a specialty of growing Grape Roots. Making  
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Offer for Fall 1909 and Spring 1910

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A general stock of Hardy Northwestern Varieties that  
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best of its kind in the Northwest to-day.

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Offer a general assortment of Fruit Tree Stocks, such as  
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Ornamental Shrubs, Roses, Etc. The largest stock in the  
country. Prices very low. Grading and packing the very  
best. Send for quotations before placing your orders. Cata-  
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Agents for United States and Canada

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## Nursery Foreman

### WANTED

Permanent position for right party.  
Must be well up on growing high  
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handler of men.

## Landscape Foreman

### WANTED

Experienced in carrying out land-  
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mental stock.

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## North Carolina Natural Peach Pits

You always have a stand of healthy  
seedlings when you plant North Caro-  
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me hear from you with estimate of  
wants and I will make prices right.

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Large stock in all grades. This stock being our leading  
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Offer for Fall 1909 and Spring 1910 large stock of  
Carolina Poplars, Catalpa Seedlings, Cal. Privet,  
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line of Ornamental Shrubs, Paeonies, etc.

## The Simplex Tree Baler

Does the Work. Price \$18.00

It is now working in seventeen states.

Also Fruit and Shade Trees, Evergreens, Ornamental  
Shrubs, Roses, Peonies, Gladiolus, Cannas  
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Special—20,000 California Privet

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An Early Yellow Freestone Ripening a week  
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Early. Trees from the originator have seal  
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## North Carolina Natural

## Peach Seed

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"YOU GET WHAT YOU ORDER."

## FRUIT, NUT AND ORNAMENTAL TREES

of the very highest quality,  
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Their prices are right and they give you  
PERFECT SERVICE.

High-grade Budded and Grafted Pecan  
Trees in quantity.

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For the Fall of 1909 and Spring of 1910  
We Offer

Pears, Plums, Cherries, Peaches,  
Roses, Pecans, Japanese Persim-  
mons and Magnolia Grandifolia

In Large Quantities as Usual

See Our Price List for Particulars

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# Vincennes Nurseries

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Offer for Fall 1909

## CHERRY TREES

Two Year in Car Lots

## CHERRY TREES

One Year in Car Lots

Cherry Buds to Offer in Season in any Quantity  
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ALSO GENERAL LINE OF OTHER NURSERY STOCK

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Peach and Apple Trees, all the Leading Varieties.  
California Privet and Grape Vines.

Send in your List of Wants for Special Prices

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Pear, Apple, Plum and Cherry and Angers Quince Cuttings grown for  
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Pear and Crab Apple Seeds.

Most complete assortment of Ornamental Stocks, Trees and Shrubs.

Dutch bulbs—Gladioli.

Orders solicited and booked now at low rates.

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# Cherry Trees Western Grown

Our Trees are vigorous; no signs of Fungus  
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We have a fine assortment

Standard Pear

A good supply of standard sorts

Grape Vines Fredonia grown and up to  
grade, good, clean stock

SHADE TREES

Ornamental Trees and Evergreens in large quantities

Write for Prices

**YOUNGERS & COMPANY**

Geneva, Nebraska

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# L. Green & Son Co.

Perry, Lake Co., Ohio

SPECIALTIES FOR FALL 1909

A very choice lot of 2-yr. Standard and Dwarf Pear,  
Plum, Cherry and Peach; also a nice lot of Norway  
Maples 8-10 and 10-12 ft., young, straight and right.  
Some two-year Currants; a nice assortment of nearly all  
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Let us hear from you before placing your orders.

# Franklin Davis Nursery Co.

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Apple, 1 and 2 year, leading varieties. Pear, Standard, Kieffer,  
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Privet, Itoya, 1 & 2 year. Strawberry Plants, best varieties. Grape  
Vines, 1 and 2 year, heavy on one year Concord. White Birch, 10-12 ft. fine.  
Silver Maple, 10-12 ft., 8-10 ft., 7-8 ft. Sugar Maple, 8-9 ft., 7-8 ft. Norway  
Maple, 7-8 ft. 6-7 ft. Poplars, Lombardy and Carolina, 1, 2 and 3 years.  
Catalpa Speciosa, 8-6 ft., fine. Weeping Willow, 8-9 ft., fine. Oriental  
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We have a fine lot of Extra Heavy Shrubs, such as Hydrangea P. G.,  
Weigela, assorted; Althea, assorted; Judas Trees, Spiraea, assorted;  
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In large shade trees we have Sugar Maples, Elms, Box Elder,  
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Would accept orders to bud Peach on contract. Can commence shipping  
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CONFER WITH US AT THE CONVENTION

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Offer for fall 1909 and spring 1910—Grape Vines, one and two  
years old, varieties largely Moore's Early, Concord and  
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*"We want every Nurseryman and Florist to see our Display at the coming convention, because we want to prove that our stock cannot be excelled anywhere in the country."*

## ***After the Convention We Say :***

*"American Fruits, through its judges, awarded us the first prize for our display of Fruit Tree Stocks."*

## ***There Are Reasons—Here They Are:***

**Twenty Years' Hard Application to the Nursery Business** has made us skillful in the growing of strong, healthy trees—trees with plenty of fibrous roots and well-ripened wood.

**Different Kinds of Trees** are developed in the soil that is best suited to their particular requirements. We are very particular about this, because the right start and the right environment means as much to the future of a tree as it does to a child.

**No Nursery** could possibly be more careful to please its patrons than we are.

**That Explains Why,** from a moderate start, we have gradually acquired over a thousand acres, every one of them in active cultivation.

**Our Facilities for Handling Large and Small Orders** cannot be surpassed anywhere. Large packing sheds and thoroughly trained assistants make these conditions possible.

**Our Stock of Ornamental Trees and Shrubs** is noteworthy because of its high quality and extensive assortment—Evergreen, Blue Spruce, Norway Spruce, Silver and Norway Maple, Black Ash, American Elm, Catalpa, etc.

**We Are Also Offering a Superb Collection of Fruit Trees,** comprising all the popular varieties.

**Send To-day for Our 1909 Illustrated Catalogue**—it will interest you.

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